Military Customers:
commissaries

Military Locations Served:
AIR FORCE: Langley AFB; ARMY: Ft. Eustis; Ft. Monroe; Ft. Story; NAVY: FSO Norfolk (all stores)

Capabilities/Special Services:
store door delivery

GOYA de PUERTO RICO, INC.
P.O. Box 1467
Bayamon, Puerto Rico 00619
(809) 786-4900

Key Contacts:
Frank Unanue, President; Robert Unanue, General Manager; Joseph Unanue, Jr., Marketing Director; Remigio Nieves, Assistant General Manager

Branch Offices:
Goya Foods/NJ
(201) 348-4900

Diana Foods/Miami, FL
(305) 592-3150

Ownership:
private

Established:
1936

Products Distributed:
dry grocery

Warehouse Profile:
250,000 sq. ft. (dry grocery)

Other Than Military Accounts:
retail grocery

Number Of Principals Represented:
60

Military Customers:
commissaries

Military Locations Served:
U.S., Central America, Overseas

Capabilities/Special Services:
provide full marketing assistance: shelf stocking, displays, assistance to develop better sales and service

Further Information:
free brochures and cook books available upon request

GREEN SPOT (MIDDLE EAST) LTD.
1300 Dove St. Suite 100
Newport Beach, CA 92660
(714) 476-2210

Key Contact:
Edward Babic, Chairman

Products Distributed:
beverages

Military Customers:
commissaries, exchanges

Military Locations Served:
worldwide

H

H & H FOODS, INC.
P.O. Box 5561
Shreveport, LA 71105
(318) 221-8861

Key Contacts:
Don Horn, Owner; Walter Mercik, Sales Manager

Military Customers:
commissaries & exchanges

Capabilities/Special Services:
distributors of dry groceries, chilled and frozen foods to military commissaries and exchanges

To the best sellers. From the best sellers.

EL Producto Cigars
FIVE CIGARS
5 FINE CIGARS
Dutch Masters
CIGARS
MURIEL CIGARS

Consolidated Cigar Corporation

HAMBERGER ENTERPRISES, INC.

7204 Wimsatt Road
P.O. Box 743
Springfield, VA 22150
(703) 941-8818

Key Contacts:
Arnold J. Hamberger, Jr., Chairman of the Board; Steven C. Hamberger, President; Lucille H. Owens, Secretary-Treasurer

Ownership:
corporation

Established:
1973

Products Distributed:
dry grocery

Warehouse Profile:
40,000 sq. ft. (dry grocery)

Other Than Military Accounts:
none

Military Customers:
commissaries, exchanges, clubs, VA canteens, troop subsistence activities, food service/snack bars, ships stores

Military Locations Served:
commissaries in seven state area of Virginia, Maryland, Washington, D.C., Delaware, New Jersey, New York & Pennsylvania

Reports Available To Principals:
monthly movement reports to principals only

HAWAII MEAT COMPANY, LTD.

711 Middle Street
(Street Zip: 96819)
P.O. Box 3259
Honolulu, HI 96801
(808) 845-2941

Key Contacts:
Ronald Rea, President; Leslie Wannall, Sales Manager; Joe Steeholm, Plant Superintendent

Ownership:
corporation

Established:
1909

Products Distributed:
frozen and/or chill

Other Than Military Accounts:
retail grocery, restaurants, schools

1983 Military Sales:
$5,104,091

Military Customers:
commissaries, exchanges, clubs, ships stores, snack bars

Military Locations Served:
Hickam, Schofield Barracks, Pearl Harbor, Barbers Point, Kaneohe Bay, club system

Capabilities/Special Services:
shelf stocking, plant tours

HERBERT HALPERIN DISTRIBUTING CORPORATION

4801 Forbes Boulevard
Lanham, MD 20706
(301) 731-5600

Toll Free Telephone:
(800) 492-8001 (Incoming MD)
(800) 638-0236 (Incoming NJ, VA, WVA, PA, DE)

Key Contacts:
John Loveys, Vice President—Sales; Izzy Peltin, Military Sales Manager; LeRoy Bagley, Director—Retail Sales

Ownership:
private

Established:
1963

Products Distributed:
refrigerated dairy-deli products, dry grocery, frozen

Warehouse Profile:
20,000 sq. ft. (dry grocery)
50,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
retail grocery, caterers, universities, restaurants

Number Of Principals Represented:
57

Military Locations Served:
metropolitan Washington, D.C., and Richmond, VA

Capabilities/Special Services:
shelf stocking of all authorized commissary products, in-store displays, store reset assistance

HOERTER PROVISION CO., INC.

P.O. Box 37—Fow Avenue
Swedesboro, NJ 08085
(609) 467-3232

Key Contacts:
Ronald B. Hoerter, Vice President; William B. Hoerter, President

Ownership:
close corporation

Established:
1968

Products Distributed:
dry grocery, chill, frozen

Warehouse Profile:
10,000 sq. ft. (dry grocery)
50,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
none

1982 Military Sales:
$9 million

Number of Principals Represented:
65 (plus BPAs)

Military Customers:
commissaries, exchanges, clubs, troop subsistence activities, food service/snack bars

Military Locations Served:
five-state area of New York, Pennsylvania, New Jersey, Delaware and Maryland

Capabilities/Special Services:
shelf stocking, store reset assistance, export, public storage (for dry grocery, chill & frozen products)

Further Information:
brochures available upon request

J

JILLSON DISTRIBUTORS, INC.

8221 Arjons Drive
Suite A
San Diego, CA 92126
(619) 566-8000

Key Contacts:
Jim Jillson, President; Gil Davis, Director of Marketing

Ownership:
corporation

Established:
1947

Products Distributed:
dry grocery, chill, frozen

Warehouse Profile:
15,000 sq. ft. (dry grocery)
10,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
none

Number Of Principals Represented:
65

Military Customers:
commissaries, exchanges

Military Locations Served:
Southern California; Las Vegas, NV

Reports Available To Principals:
monthly sales by store, by item

JOHNSON BROTHERS DISTRIBUTORS, INC.

66 Bonaventura Dr[illegible]
San Jose, CA 95134
(408) 263-4417

Key Contacts:
Marvin Johnson, President; Ole Johnson, Manager

Ownership:
close corporation

Established:
1951

Products Distributed:
dry grocery, chill

Warehouse Profile:
3,000 sq. ft. (dry grocery)
2,500 sq. ft. (chill)

Other Than Military Accounts:
institutional

1982 Military Sales:
$1,500,000

Number Of Principals Represented:
50

Military Customers:
commissaries, exchanges

Military Locations Served:
NAVY: FSO Oakland (all stores); ARMY: Presidio of San Francisco, Oakland Army Base

Capabilities/Special Services:
shelf stocking, display building, store reset assistance

L

ALFRED M. LEWIS, INC.

3021 Franklin Avenue
Riverside, CA 92520
(714) 684-0170

Key Contacts:
Sandy Hanson, Director of Marketing—Military Installations; Joe Allen, Military Marketing Specialist

Branch Offices:
Las Vegas, NV
(702) 736-3574

Phoenix, AZ
(602) 269-9771

Northridge, CA
(818) 349-6600

San Diego, CA
(619) 477-3161

Ownership:
close corporation

Established:
1905

Products Distributed:
dry grocery, chill, frozen, HABA

Warehouse Profile:
Riverside Division:
354,500 sq. ft. (dry grocery)
42,500 sq. ft. (refrigerated)

San Diego Division:
193,324 sq. ft. (dry grocery)
26,799 sq. ft. (refrigerated)

Phoenix Division:
316,324 sq. ft. (dry grocery)
59,500 sq. ft. (refrigerated)

Northridge Division:
248,756 sq. ft. (dry grocery)
22,500 sq. ft. (refrigerated)

Las Vegas Division:
151,476 sq. ft. (dry grocery)
13,200 sq. ft. (refrigerated)

Other Than Military Accounts:
retail grocery, restaurants, schools, hospitals, state and county institutions

1984 Military Sales:
over $100 million

Number of Principals Represented:
130

Military Customers:
commissaries, exchanges, clubs, troop subsistence activities, food service/snack bars

Military Locations Served:
AIR FORCE: Davis-Monthan AFB, AZ; Luke AFB, AZ; Williams AFB, AZ; Nellis AFB, AZ; March AFB, CA; Norton AFB, CA; George AFB, CA; El Segundo, CA; Edwards AFB, CA; Vandenberg AFB, CA; ARMY: Fort Huachuca, AZ; Fort Irwin, CA; Yuma Proving Ground, AZ; MARINES: El Toro, CA; Barstow, CA; 29 Palms, CA; Camp Pendleton, CA; San Onofre, CA; Yuma, AZ; MCRD San Diego, CA; NAVY: NS San Diego, CA; NAS Miramar, CA; NAS North Island, CA; Long Beach, CA: Port Hueneme, CA; Point Mugu, CA; China Lake, CA

Capabilities/Special Services:
expert military marketing advice to manufacturers who are interested in the Southwest military market

Reports Available To Principals:
monthly movement reports (by base or by manufacturer)

THE LEWIS BEAR COMPANY

P.O. Box 17209
Pensacola, FL 32522
(904) 438-9651

Toll Free Telephone:
(800) 874-0106

Key Contacts:
R. Burton Canaday, Vice President; Dan East, Director—Military Sales; R.K. Bolye, Executive Vice President

Branch Offices:
Columbus, GA
(404) 698-5547

Dothan, AL
(205) 793-5342

Ownership:
private

Established:
1876

Products Distributed:
dry grocery, chill, frozen

Warehouse Profile:
450,000 sq. ft. (dry grocery)
70,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
retail grocery

1984 Military Sales:
$85,000,000

Number of Principals Represented:
220

Military Customers:
commissaries

Military Locations Served:
NAVY: Pensacola Region; AIR FORCE: Gulf Area Complex; Robbins AFB; Moody AFB; ARMY: Fort Benning; Fort Rucker; Fort McClellan; Redstone Arsenal; Fort Mcpherson; Fort Gillem; Fort Stewart; Hunter AAF; Fort Gordon; MARINES: Albany, GA; COAST GUARD: Bates Field

Reports Available To Principals:
movement reports

Further Information:
brochure available on request

LOEB CORPORATION

P.O. Box 6236
Chesapeake, VA 23323
(804) 487-2586

Key Contacts:
Neil Larson, General Manager; Hank Sheffer, Sales Manager; Steve Detwiler, Buyer; Bob Lerf, Controller

Ownership:
corporation; wholly-owned subsidiary of Provigo, Inc.

Established:
1965

Products Distributed:
dry grocery, frozen, chill, candy, health and beauty aids

Warehouse Profile:
70,000 sq. ft. (dry grocery)
10,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
retail trade (bulk promotional items)

1984 Military Sales:
$33,000,000

Number of Principals Represented:
96

Military Customers:
commissaries, exchanges, ships stores

Military Locations Served:
Southern Virginia (Richmond and south); North Carolina; overseas (via Cheatham Annex, direct)

Capabilities/Special Services:
offers complete professional services: electronic order entry, (daily delivery customers); shelf stocking, display building, customer service reps in the field; export containers from our warehouse

Reports Available To Principals:
monthly sales reports by vendor by base; monthly sales stocking reports; annual sales reports in both sales dollars and cases moved

Further Information:
descriptive brochure and Provigo Annual Report available upon request

M

MARIN PRODUCTS

55 Frosty Lane
Ignacio, CA 94947
(415) 454-2434

Key Contact:
Frank Silvestri, President

MERRITT SALES, INC.

P.O. Box 2654
2100 South 4th
Lawton, OK 73502
(405) 357-1722

Key Contacts:
Matt Purvis, Sales Manager; Gene Purvis, Owner; Mark Purvis, Warehouse Manager; Susan Parkhill, Accounting

Ownership:
close corporation

Established:
1977

Products Distributed:
dry grocery, chill, frozen

Warehouse Profile:
20,000 sq. ft. (dry grocery)
15,000 sq. ft. (frozen/chill)

1983 Military Sales:
$7,600,000

Number Of Principals Represented:
65

Military Customers:
commissaries

Military Locations Served:
McConnell AFB, KS; Tinker Vance, Altus AFBs, OK; Sheppard and Carswell AFBs, TX; Ft. Sill, OK

Capabilities/Special Services:
shelf stocking

Further Information:
brochure available upon request

MEXIM COMPANY, INC.

340 Industrial Way
Brisbane, CA 94005
(415) 467-8750

Key Contact:
Eugenio Lopez, Jr., President

Products Distributed:
importers and exporters of Philippine food products

MIDWEST FOOD DISTRIBUTORS, INC.

2636 Walnut Street
Denver, CO 80205
(303) 296-1598

Key Contacts:
Dale M. Finley, General Manager; Donna Finley, President; Darel Keck, Vice-President

Ownership:
corporation

Established:
1977

Products Distributed:
dry grocery, chill, frozen

Warehouse Profile:
8,500 sq. ft. (dry grocery)
4,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
none

1982 Military Sales:
$4,044,345

Number Of Principals Represented:
62

Military Customers:
commissaries

Military Locations Served:
Colorado Springs, CO; Denver, CO; Cheyenne, WY

Capabilities/Special Services:
shelf stocking, display building, store reset assistance, order writing, new item presentation

Reports Available To Principals:
monthly movement and/or inventory reports

MILITARY DISTRIBUTORS, INC.

P.O. Box 10
Race Track Road
Oldsmar, FL 33557
(813) 855-1404

Key Contacts:
Cecil L. Lemma, Jr., General Manager; William M. Parker, President; Gerald P. Tinney, Secretary-Treasurer

Ownership:
private

Established:
1970

Products Distributed:
dry grocery

Warehouse Profile:
48,000 sq. ft. (dry grocery)

Other Than Military Accounts:
none

1982 Military Sales:
$22 million

Number Of Principals Represented:
62

Military Customers:
commissaries, exchanges

Military Locations Served:
AIR FORCE: South Florida Complex;
NAVY: Jacksonville Complex

Capabilities/Special Services:
shelf stocking, display building, store reset assistance

MILITARY DISTRIBUTORS OF VIRGINIA, INC.

3587 Argonne Avenue
Norfolk, VA 23509
(804) 855-0114

Key Contacts:
Jerry H. Jared, President; Wayne L. Duncan, Jr., Vice President–Operations; John W. Payne III, Vice President–Finance; Don Everett, Perishables Buyer; John P. Lazzari, Grocery/Operations

Ownership:
close corporation

Established:
1974

Products Distributed:
dry grocery, chill, frozen

Warehouse Profile:
81,000 sq. ft. (dry grocery)
41,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
none

1985 Military Sales:
$82,000,000

Number Of Principals Represented:
350

Military Customers:
commissaries, exchanges, troop subsistence activities, food service/snack bars

Military Locations Served:
DOMESTIC: Ft. Lee; Richmond DGSC; Ft. Eustis; Ft. Monroe; Langley AFB; Norfolk Navy Complex; Elizabeth City Coast Guard; Ft. Bragg; Seymour-Johnson AFB; Camp Lejeune; Cherry Point.
OVERSEAS: All European and Mediterranean stores through source load: Cheatham Annex; Bayonne; Mechanicsburg; Norfolk NSC; plus Ft. Clayton, Canal Zone

Capabilities/Special Services:
daily delivery, shelf stocking, order writing, display building, store reset, assistance export/source load program (includes marking, strapping, USDA health certification and freezing of chilled products)

Reports Available To Principals:
monthly movement report by manufacturer by item by base; dead stock report showing items with no movement for 90 days; report of short shipments from the manufacturer; fill rate report; invoices to manufacturer reflect cases ordered and cases shipped, thus shortages

Further Information:
brochures and financial reports available upon request

MILITARY SALES & DISTRIBUTION, INC.

6839 "A" Market Street
El Paso, TX 79935
(915) 779-5730

Key Contacts:
Jim Weaver, President; Mary Glasser, Office Manager

Ownership:
corporation

Established:
1976

Products Distributed:
dry groceries

Warehouse Profile:
15,000 sq. ft. (dry grocery)

Other Than Military Accounts:
none

Numbers Of Principals Represented:
41 (plus BPAs)

Military Customers:
commissaries

Military Locations Served:
Army & Air Force in West Texas and New Mexico

Capabilities/Special Services:
BPAs, shelf stocking, in-store demos, store reset assistance, display building

Reports Available To Principals:
provided as needed

Further Information:
brochure available upon request

N

NALLEY FINE FOODS
1822 Worcester Street
Baltimore, MD 21230
(301) 244-7177/7178/7179
Washington, D.C.
(202) 331-0890

Key Contacts:
Clarence H. Nalley, Owner; John B. Young, Director of Military Sales; John J. Thomas, Vice President; Donald Virgil, Secretary-Treasurer

Ownership:
private

Established:
1968

Products Distributed:
dry grocery, chill, frozen

Warehouse Profile:
15,000 sq. ft. (dry grocery)
6,900 sq. ft. (frozen/chill)

Other Than Military Accounts:
retail grocery, delicatessens

Military Customers:
commissaries, exchanges, troop subsistence activities

Military Locations Served:
from Quantico, VA, to Mitchel Field, NY, to Carlisle Barracks, PA

Capabilities/Special Services:
shelf stocking, display building, store reset assistance

NATIONAL, INC.
P.O. Box 7469
San Antonio, TX 78207
(512) 226-7361

Key Contacts:
Andy Obriotti, Jr., Treasurer; Jim Meyer, Military Sales Manager; Earl Zimmermann, Head Buyer, Frozen

Ownership:
private

Established:
1911

Products Distributed:
dry grocery, frozen

Warehouse Profile:
70,000 sq. ft. (dry grocery)
25,000 sq. ft. (frozen/chill)

1982 Military Sales:
$6 million

WAREHOUSING AND SPEEDY DELIVERY TO THE MILITARY

HAMBERGER ENTERPRISES, INC.

7204 Wimsatt Rd.
Springfield, VA. 22151
HE
Telephone:
(703) 941-8818

Serving Delaware, Maryland, New Jersey, Pennsylvania, Virginia, and Washington, D.C.

Number of Principals Represented:
18 (plus B.P.A. contracts)

Other Than Military Accounts:
retail grocery, convenience stores, institutional

Military Customers:
commissaries, exchanges

Military Locations Served:
AIR FORCE: Lackland AFB; Randolph AFB; Kelly AFB; Brooks AFB; Bergstrom AFB; Laughland AFB; ARMY: Fort Sam Houston; Fort Hood

NATIONAL INDUSTRIES FOR THE BLIND

Skilcraft Products
524 Hamburg Turnpike
Wayne, NJ 07470
(201) 595-9200

Key Contacts:
George J. Mertz, Executive Vice President; Daniel J. Boucher, Vice President—Consumer Marketing; Guy DeRossi, Vice President—Finance; John Rousseau, Field Sales Manager

Branch Offices:
in addition to a network of 32 blind workshops across continental U.S., including one in Honolulu, HI, NIB maintains 7 distribution centers from coast to coast, plus one in Honolulu, HI

1984 Military Sales:
$15,000,000

Products Distributed:
mops, brooms, brushes, sponges, flatware, scrubbers, ironing aids, kitchen towels, dish & wash cloths, oven mitts & pot holders, cothespins and clotheslines

Military Customers:
commissaries, exchanges

Military Locations Served:
worldwide

Further Information:
detailed information available upon request

NEW CENTURY BEVERAGE COMPANY

630 Valencia Street
San Francisco, CA 94110
(415) 861-8820

Key Contacts:
John J. Gallagher, Vice-President; John Paulson, Manager—Allied Division; David F. Plotz, Export Manager

Branch Offices:
Emeryville, CA
(415) 652-7710

Ownership:
closed corporation

Established:
1906

Products Distributed:
soft drink beverages

Other Than Military Accounts:
overseas distribution to authorized beverage distributors

1984 Military Sales:
$12,000,000

Number of Principals Represented:
7

Military Customers:
commissaries, exchanges, clubs, VA Canteens, food service/snack bars, ships stores

Military Locations Served:
Pacific, Asia, Southeast Asia, Australia, New Zealand

Capabilities/Special Services:
shelf stocking, display building, store reset assistance, local sales representation in all areas

Further Information:
color brochures available upon request

NORTON FOOD COMPANY, INC.

P.O. Box 280
Urbanna, VA 23175
(804) 758-2335

Toll Free Telephone:
(800) 552-3835

Key Contacts:
Sheldon F. Hall, Jr., President; James P. Jenkins, Jr., Vice President—Operations; Sheldon F. Hall, Sr., Chairman of the Board

Ownership:
private

Established:
1950

Products Distributed:
dry grocery, frozen, chill, other

Warehouse Profile:
12,500 sq. ft. (dry grocery)
6,000 sq. ft. (frozen/chill)

1982 Military Sales:
$5 million

Number of Principals Represented:
12

Other Than Military Accounts:
institutional, restaurants, hotels, motels, schools, hospitals, retail grocers, chains, other

Military Customers:
commissaries, exchanges, clubs, VA canteen, troop subsistence activities

Military Locations Served:
all of Tidewater, VA, including Hampton Roads, Langley AFB, Fort Lee, Cheatham Annex, Defense General Supply Center, Bellwood and Quantico

Capabilities/Special Services:
shelf stocking (including selection and management), store reset assistance, export/source load documentation, strapping, packing

Reports Available To Principals:
movement reports (weekly, monthly, other), stock reports, promotional evaluations, shelf stocker payments

California Pacific Associates

P.O. BOX 16901
2131 19th AVE
SAN FRANCISCO, CALIFORNIA 94116

COMBINING SALES WITH LOGISTICS

Boxed Beef # SB-600-38

TELEPHONE: (415) 665-2650
TELE: 278719
CABLE ADDRESS: CALPACIFIC

Patron Awareness AMERICAN LOGISTICS ASSOCIATION

P

PANTRY SHELF, INC.

4954 Space Center
San Antonio, TX 78218
(512) 661-4674

Key Contact:
Robert S. Downey

Products Distributed:
fine foods and specialty items

Military Customers:
commissaries & exchanges

Military Locations Served:
South Texas

Capabilities/Special Services:
full service distribution, from the truck to the shelf

PLANTATION—SYSCO

(Military Division)
2540 Shader Road
Orlando, FL 32810
(305) 299-3700

Key Contacts:
John R. MacFarlane, Vice President/General Manager; David Tavernier, Merchandising Manager; Will Way, Inventory Manager; Arthur Meyers, Transportation Specialist

Ownership:
division of Sysco Corporation

Established:
1965

Products Distributed:
chill/frozen

Warehouse Profile:
29,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
none

Number Of Principals Represented:
49

Military Customers:
commissaries, exchanges, food service/snack bars

Military Locations Served:
AIR FORCE: Southeast and South Florida Complexes (except Seymour-Johnson AFB and Robins AFB); ARMY: Southeast Region—Ft. Gordon, Ft. Jackson, Ft. Stewart, Hunter AAF; NAVY: FSO Jacksonville, FL, and Roosevelt Roads, Puerto Rico; COAST GUARD: St. Petersburg CGB, Opa Locka Air Station; MARINES: Parris Island, SC

Capabilities/Special Services:
in-store merchandising programs to ensure prompt and complete shelf stocking of all frozen food products; expert assistance during frozen food section store reset; special marking and shipment to overseas facilities in Puerto Rico and Cuba

Reports Available To Principals:
monthly and year-to-date case movement by food manufacturer

Further Information:
brochures outlining in-store merchandising program available upon request

POST SALES & SERVICE, INC.

1785 Olive Street
Beaver Heights, MD 20743
(301) 773-7111/1121

Key Contacts:
Joe L. Miller, Vice President; James Sherman, Sales Manager; Blanche Miller, President

Ownership:
corporation

Established:
1962

Products Distributed:
vitamins, teas, snack foods, cookies, candy, household cleaners, ethnic foods (Spanish, German, Kosher), dry beans, gourmet foods, canned fish, plastic plates, cups, tableware, baking cups, nuts, coffee, HABA, dietetic foods, seasonal holiday items

Warehouse Profile:
12,000 sq. ft. (dry grocery)

Other Than Military Accounts:
none

Number Of Principals Represented:
11

Military Customers:
commissaries

Military Locations Served:
Aberdeen Proving Ground, MD; Edgewood Arsenal, MD; Walter Reed AMC, MD; Ft. Ritchie, MD; Ft. Meade, MD; Andrews AFB, MD; Ft. McNair, Wash., DC; Bolling AFB, Wash., DC; Ft. Belvoir, VA; Cameron Station, VA; Vint Hill Farms Stn., VA; Carlisle Barracks, PA; New Cumberland AD, PA; Dover AFB, DE; MCB Quantico, VA

Capabilities/Special Services:
shelf stocking, display building, store reset assistance, guarantee all merchandise sold (including holiday merchandise)

POTOMAC FOOD DISTRIBUTORS, INC.

6021 Farrington Avenue
Alexandria, VA 22304
(703) 823-0400

Key Contacts:
Wally Cook, President; Steven Cook, Director of Operations

Ownership:
private

Established:
1976

Products Distributed:
dry grocery, chill, frozen

Warehouse Profile:
21,000 sq. ft. (dry grocery)
22,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
none

1982 Military Sales:
$13 million

Number Of Principals Represented:
95

Military Customers:
commissaries, exchanges

Military Locations Served:
AFCOMS Capitol Area Complex; TSA Northeast Commissary Region; AAFES Capitol Exchange Region; MCB Quantico, VA; NAVRESSO Patuxent River Region

Capabilities/Special Services:
shelf stocking, store reset assistance, daily delivery, less than 24-hour service

Reports Available To Principals:
weekly and monthly sales reports by line item, base, broker, salesman, or manufacturer

S. PRAWER & COMPANY

150 Read Street
P.O. Box 1400
Portland, ME 04104
(207) 775-0223

Key Contacts:
Lou Janson; Gilbert Prawer, Vice President; Marilyn Prawer

Established:
1934

Products Distributed:
dry grocery, candy, refrigerated foods, non-foods, general merchandise, dairy, chilled, deli items

Warehouse Profile:
200,000 sq. ft. (dry grocery)
25,000 sq. ft. (frozen/chill)

Number Of Principals Represented:
180

Military Customers:
commissaries & exchanges

Military Locations Served:
Northeast and Mid-Atlantic states as far south as Virginia

Capabilities/Special Services:
on-time delivery service to more than 55 commissary stores

Reports Available To Principals:
monthly movement reports

Q

QUALITY BRANDS DISTRIBUTING, INC.

P.O. Box 7247
Colorado Springs, CO 80933
(303) 594-0182

Key Contacts:
Jerry O. Boe, President; Patricia Boe, Secretary/Treasurer

Ownership:
corporation

Established:
1976

Products Distributed:
dry grocery, chill, frozen

Warehouse Profile:
4,000 sq. ft. (dry grocery)
2,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
none

1984 Military Sales:
$1,878,545

Number Of Principals Represented:
12

Military Customers:
commissaries, exchanges

Military Locations Served:
Colorado Springs, CO; Denver, CO; Cheyenne, WY

Capabilities/Special Services:
shelf stocking, display building (and display booking), store reset assistance, daily delivery

Reports Available To Principals:
movement reports

R

RICHFOOD, INC.
P.O. Box 26967
Richmond, VA 23261-6967
(804) 746-6329

Toll Free Telephone:
(800) 552-7974 (in VA)
(800) 446-7905 (outside VA)

Key Contacts:
C. Aubrey Nicklas, Military Sales; Stewart D. Street

Ownership:
co-op

Established:
1935

Number Of Principals Represented:
59

Products Distributed:
dry grocery, chill, frozen, meats, dairy, produce, general merchandise, & HABA

Warehouse Profile:
860,000 sq. ft. (dry grocery)
430,000 sq. ft. (frozen/chill)
65,000 sq. ft. (dairy)

Othen Than Military Accounts:
620 retail grocery accounts

Military Customers:
commissaries, exchanges, troop subsistence activities, overseas

Military Locations Served:
all bases within the states of Delaware, Virginia, West Virginia, Maryland, North Carolina and Washington, D.C., plus all ports of embarkation on the East Coast

Capabilities/Special Services:
shelf stocking, display building, store reset assistance, export/source load/documentation capabilities, seminars, store engineering, electronic ordering, accounting, advertising & printing

Reports Available To Principals:
movement, pricing

Further Information:
brochures covering the full spectrum of management, sales, pricing, store maintenance & personnel available upon request

S

SAFEWAY STORES, INC.
Military Distribution Division
1300 Diamond Springs Road
Suite 500
Virginia Beach, VA 23455
(804) 460-3050

Key Contacts:
Bernie McHugh, Director; Maggie Byrum, Administrative Assistant

Branch Office:
Chester, VA
(804) 460-3051

Ownership:
corporation

Established:
Safeway Stores, Inc. (1926)
Military Distribution Division (1983)

Products Distributed:
dry grocery, frozen, perishables, health & beauty aids, deli, chilled

Warehouse Profile:
320,000 sq. ft. (dry grocery)
70,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
retail grocery

Military Customers:
commissaries, exchanges, troop subsistence activities

Military Locations Served:
Norfolk Navy Complex; Norfolk Navy Offshore Facilities; Richmond DGSC; Ft. Lee; Ft. Eustis; Ft. Monroe; Langley AFB; Ft. Bragg; Seymore-Johnson AFB; Camp Lejeune; Cherry Point; Navy Exchange CD-1; European Commissary Stores

Capabilities/Special Services:
assorted custom-designed programs available to manufacturers, brokers and commissaries, including shelf stocking, display building, source load/documentation capabilities

Reports Available To Principals:
reports available include normal requirements for executive business analysis and control such as monthly movements, in-stock, order/shipped information, etc.

Further Information:
available as required

SCRIVNER INC.
1101 S.E. 59th Street
P.O. Box 26146
Oklahoma City, OK 73126
(405) 670-7207

Toll Free:
(800) 654-5685 (outside OK)
(800) 522-4753 (in OK)

Key Contacts:
William A. Coffey, Director of Military Sales; Mark E. Chism IV, Assistant Director of Military Sales; Mia Nichols, Office Manager; Chondra Cheatham, Sales Representative

Branch Office:
Victoria, TX
(512) 573-5201

Ownership:
close corporation

Established:
1912

Products Distributed:
dry grocery, dairy, frozen, produce, fresh meats, and HABA

Warehouse Profile:
400,000 sq. ft. (dry grocery)
108,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
retail grocery, restaurants

1984 Military Sales:
$39,000,000

Number Of Principals Represented:
175

Military Customers:
commissaries, exchanges (shoppettes), clubs, troop subsistence activities, food service

Military Locations Served:
Oklahoma, North Texas, South Kansas

Capabilities/Special Services:
shelf stocking, store reset assistance

Reports Available To Principals:
buyers stock selection catalogs; merchandise on hand, monthly dollars sold, base item velocity reports

SELECT-SYSCO FOODS, INC.
P.O. Box 3097
22885 Amador Street
Hayward, CA 94540
(415) 785-1000

Key Contacts:
E.R. Rasnick, Vice President; Dee Akers, Military Sales Manager

Ownership:
subsidiary of Sysco Corporation (Houston, TX)

Established:
1950

Products Distributed:
frozen foods only

Warehouse Profile:
50,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
retail stores

Number Of Principals Represented:
42

Military Customers:
commissaries, troop subsistence activities, overseas shipping agencies

Military Locations Served:
Northern California, Reno, NV

Capabilities/Special Services:
store reset assistance, export van loading

Further Information:
delivery schedule available upon request

SERVICE DELI, INC.

P.O. Box 58581
Los Angeles, CA 90058
(213) 582-5623

Key Contacts:
Gloria Ferry, President; Andy Stylianore, Vice President; Marvin Haberman, Secretary-Treasurer & General Manager

Ownership:
private

Established:
1978

Products Distributed:
dry grocery, chill products

Warehouse Profile:
500 sq. ft. (dry grocery)
4,000 sq. ft. (chill)

Other Than Military Accounts:
none

1982 Military Sales:
$2 million

Number Of Principals Represented:
30

Military Customers:
commissaries, exchanges, food service/snack bars

Military Locations Served:
AAFES Golden Gate Exchange Region; AFCOMS Cal-Nev Complex, Northern California Complex, Northwest Complex; NB Long Beach; Marine Corps West Coast Commissary Complex

Capabilities/Special Services:
operate and promote delicatessens and service bakeries; services include shelf stocking, display building, professional in-store merchandising programs

Reports Available To Principals:
any type of report requested

Further Information:
descriptive brochure of in-store merchandising and deli-bakery operation service available upon request

SHAROFF DISTRIBUTION

3825 Lafayette Street
P.O. Box 17627 T.A.
Denver, CO 80217
(303) 294-0555

Key Contacts:
Cynthia Stephens, Director Military Sales; Garry Fox, President

Ownership:
corporation

Established:
1930

Products Distributed:
dry grocery, chill & frozen

Warehouse Profile:
20,000 sq. ft. (dry grocery)
20,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
food service

Number of Principals Represented:
50

Military Customers:
commissaries, exchanges, clubs, VA canteens, troop subsistence activities, food service/snack bars

Military Locations Served:
Ft. Carson, CO; Fitzsimmons A.M.C. Hospital, CO; USAF Academy, CO; Lowry AFB, CO; Peterson AFB, CO; F.E. Warren AFB, WY

Capabilities/Special Services:
shelf stocking

Reports Available To Principals:
various computerized reports including weekly recap of deliveries, and monthly recap by product line by base

S.M. FLICKINGER CO., INC.

P.O. Box 4812
6361 Thompson Road
Syracuse, New York 13221
(315) 437-7120

Key Contacts:
Pat Cupelo, Division Manager; Dick Dunham, Merchandising Manager; Frank Emmi, Special Projects; Gerald Totoritis, Sales Manager

Ownership:
division of Scrivner, Inc.

Products Distributed:
dry grocery, chill, frozen, meat, and produce

Other Than Military Accounts:
retail grocery

SPILMAN COMPANY, INC.

P.O. Box 2086
Livermore, CA 94550
(415) 455-6472

Key Contacts:
Don Spilman, President/Owner; Paul Fowler, Sales/Service; Dave Parmenter, Operations Manager

Ownership:
close corporation

Established:
1979

Products Distributed:
dry grocery, frozen, chill

Warehouse Profile:
32,000 sq. ft. (dry grocery)
8,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
none

Number Of Principals Represented:
110

Military Customers:
commissaries, exchanges, clubs, troop subsistence activities, ships' stores

Military Locations Served:
all military activities in the Northern California area and overseas

Capabilities/Special Services:
regularly planned delivery schedules for all commissaries, source load program for shipments to Far East and Hawaii

Reports Available To Principals:
monthly inventory and movement reports

Further Information:
brochures available upon request

STERLING DOWNEY SALES COMPANY

4954 Space Center
San Antonio, TX 78218
(512) 661-8266

Key Contacts:
Eddie Schimmel, Vice President–Sales; Linda Pilano, Office Manager; Sterling Downey, President; Brent Downey, Sales–Service

Ownership:
private

Established:
1962

Products Distributed:
dry grocery, chill, frozen, HABA

Warehouse Profile:
60,000 sq. ft. dry grocery
12,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
none

1983 Military Sales:
$18,000,000

Number of Principals Represented:
115

Military Customers:
commissaries

Military Locations Served:
Fort Sam Houston, Fort Hood, Bergstrom AFB, Randolph AFB, Lackland AFB, Kelly AFB, Brooks AFB, Laughland AFB

Capabilities/Special Services:
shelf stocking, display building, store reset assistance, VIP deliveries, broker-salesmen reports, and order writing assistance in their absence

Further Information:
description of service and operating procedures for complete distribution to commissaries available upon request

SUPER VALU STORES INC.
Albuquerque Division
P.O. Box 25184
Albuquerque, NM 87125
(505) 243-5621

Key Contact:
Alan Koffler, Military Sales Manager

Products Distributed:
complete food wholesaler

Military Customers:
commissaries

Military Locations Served:
New Mexico, West Texas

SWEENEY & COMPANY, INC.
Box 33850
San Antonio, TX 78233
(512) 533-1281

Key Contacts:
Travis Owens, President; Robert Smith, Director of Military Sales

Ownership:
division of Grocery Supply Company

Established:
1929

Products Distributed:
dry grocery, chill, frozen

Warehouse Profile:
336,800 sq. ft. (dry grocery)
55,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
retail grocery

Number Of Principals Represented:
90

Military Customers:
commissaries, exchanges, troop subsistence activities

Military Locations Served:
San Antonio, Corpus Christi; Del Rio; Killeen; Austin; Ft. Worth; Abilene; San Angelo; Beeville; Kingsville

Capabilities/Special Services:
store reset assistance

Reports Available To Principals:
monthly movement reports

SWEET LIFE FOODS
Northboro Division
P.O. Box 638
Northboro, MA 01532
(617) 393-6711

Key Contact:
Connie Nassar, Director–Military Sales

Ownership:
private

Established:
1924

Products Distributed:
dry grocery

Warehouse Profile:
420,000 sq. ft. (dry grocery—Northboro only)

Other Than Military Accounts:
supermarkets, restaurants, schools, hospitals, clubs

Military Customers:
commissaries, exchanges

Military Locations Served:
all commissaries in the northeast U.S.; NAVRESSO's Davisville, RI exchange complex

Continued on page 102

FLASH

Military Distributors since 1955
Distributors of frozen, chilled, and dry items to military commissaries and exchanges in Southern California and Nevada.

FLASH STEAK COMPANY, INC.

7959 Paramount Boulevard, Pico Rivera, CA 90660 (213) 949-2558 Contact: Chris M. Sanchez (15)

Capabilities/Special Services:
full staff assistance with any commissary requirements or requests

T

TRI-STATE ASSOCIATED GROCERS
1000 Hawkins
P.O. Box 9938
El Paso, TX 79990
(915) 772-5241

Key Contacts:
Al Gauthier, Military Sales Manager; Ron McCrobie, Head Buyer; Joe Mora, Warehousing and Distribution

Ownership:
corporation

Established:
1953

Products Distributed:
dry grocery, chill, frozen

Warehouse Profile:
263,000 sq. ft. (dry grocery)
85,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
retail grocery

Number of Principals Represented:
40 (plus BPAs)

Military Customers:
commissaries, shoppettes, troop subsistence activities

Military Locations Served:
New Mexico and West Texas; ARMY: Ft. Bliss; White Sands Missile Range; AIR FORCE: Holloman AFB; Kirtland AFB; Cannon AFB; Reese AFB

Reports Available To Principals:
movement reports

Further Information:
brochures available upon request

W

WEST COAST GROCERY COMPANY
1525 East D Street
Tacoma, WA 98401
(206) 593-3142

Key Contacts:
Charlie Hyde III, Vice President; David McCarthy, Military Sales Manager; Rose Nash, Military Sales; Verle Bryant, Buyer

Branch Offices:
Spokane, WA
(509) 928-7110

Ownership:
division of Super Value

Established:
1891

Products Distributed:
dry grocery, frozen, non-foods, HABA, chill

Other Than Military Accounts:
retail grocery

Military Customers:
commissaries, exchanges

Military Locations Served:
Alaska, Montana, Washington

WESTERN DISTRIBUTION SERVICES, INC.
19809 89th Ave. South, Bldg. G
P.O. Box 5429
Kent, WA 98064-5429
(206) 251-0568

Key Contacts:
John Naylor, President; Paul DiJulio, Vice President; Mike Doherty, Military Sales Manager

Branch Offices:
Kent, WA
(206) 872-5725

Renton, WA
(206) 251-0512

Ownership:
close corporation

Established:
1980

Number of Principals Represented:
30

Products Distributed:
dry grocery

Warehouse Profile:
500,000 sq. ft. (dry grocery)

Military Customers:
commissaries, exchanges, troop subsistence & food service

Military Locations Served:
Washington, Oregon, Idaho, Utah, Wyoming, Alaska, Montana

Other Than Military Accounts:
retail grocery, medical care facilities

Capabilities/Special Services:
export/source load, labeling/replacing USDA recall

Reports Available To Principals:
movement reports

Further Information:
free company brochures available upon request

WETTERAU INCORPORATED
P.O. Box 10408
2001 Mabeline Road
Charleston, SC 29411
(800) 797-6700

Key Contacts:
Jack Lloyd, President & General Manager; Ken Gorman, Vice President & Controller; Joe Neuburger, Director of Merchandising

Ownership:
corporation

Established:
1869

Products Distributed:
dry grocery, chill

1984 Military Sales:
$25,000,000

Other Than Military Accounts:
retail grocery stores in North Carolina, South Carolina & Georgia

Number of Principals Represented:
80

Military Customers:
commissaries, exchanges, ships stores

Military Locations Served:
Georgia, South Carolina, & North Carolina

Capabilities/Special Services:
full service wholesaler

Reports Available To Principals:
movement by vendor

WINTER HILL FROZEN FOODS & SERVICES, INC.
10 Otis Street
Westboro, MA 01581
(617) 366-9601

Key Contacts:
Hal Rudnick, President; Geroge Duchaine, Head Buyer; Bob Nazarian, Vice President–Sales

Ownership:
corporation

Established:
1959

Products Distributed:
frozen and chill

Warehouse Profile:
65,000 sq. ft. (frozen/chill)

Other Than Military Accounts:
retail grocery

Number Of Principals Represented:
200

Military Customers:
commissaries, exchanges

Military Locations Served:
all New England, plus upstate New York (including USMA West Point and Stewart Airfield)

Capabilities/Special Services:
assistance with frozen food case resets, case layouts, labor, signs, sales, etc.; advise on new item selection, store demonstrations, special sales originated in-house; sales representation by experienced sales staff

Reports Available To Principals:
weekly sales bulletin, monthly movement reports, street monies available, suggested prices at different percent upcharges

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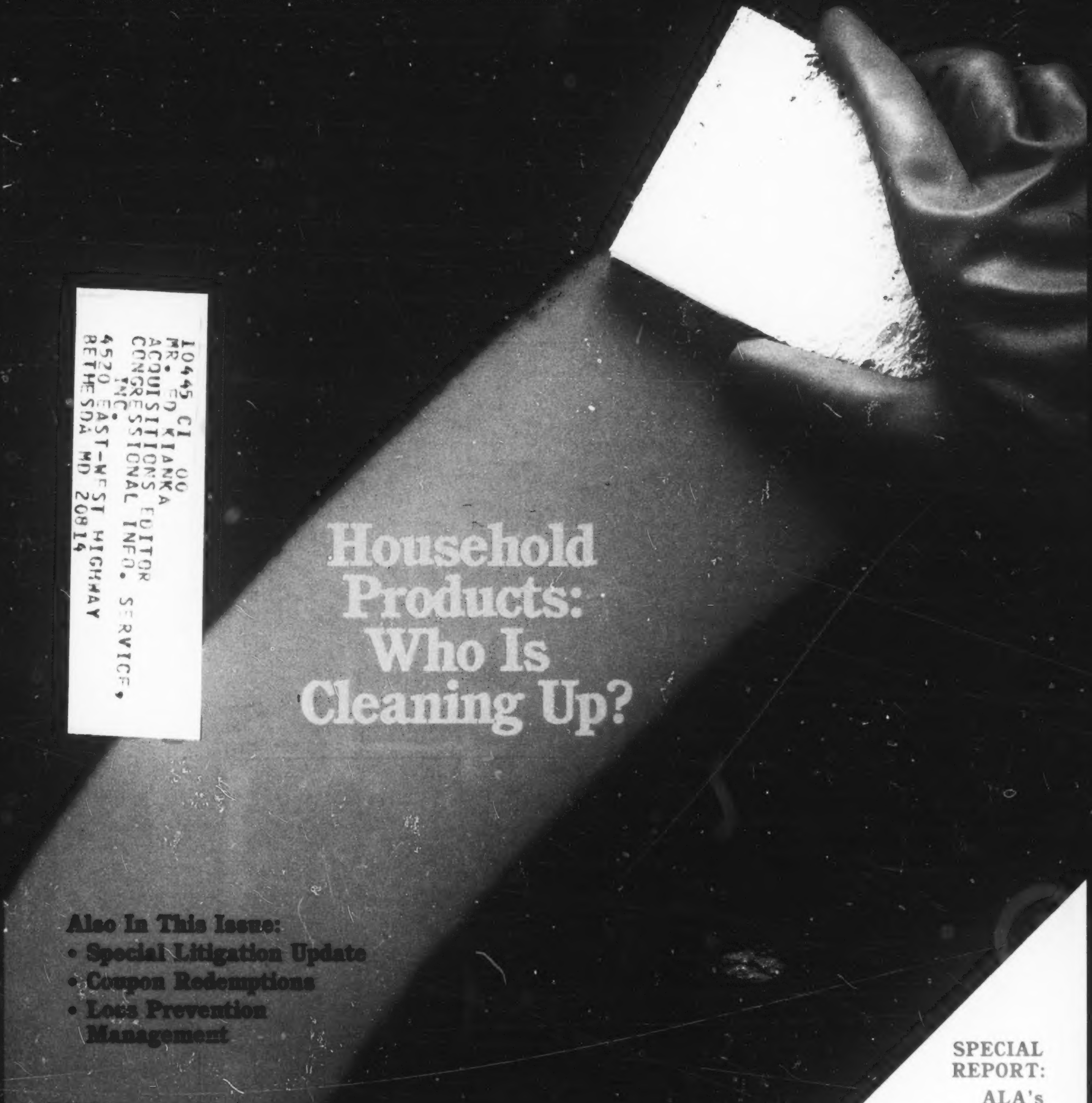
Interservice

THE JOURNAL OF THE AMERICAN LOGISTICS ASSOCIATION
SPRING 1986



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MR. ED KIANKA
ACQUISITIONS EDITOR
CONGRESSIONAL INFO. SERVICE,
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4520 EAST-WEST HIGHWAY
BETHESDA MD 20814

Household Products: Who Is Cleaning Up?

Also In This Issue:
- Special Litigation Update
- Coupon Redemptions
- Loss Prevention Management

SPECIAL REPORT:
ALA's
5th Annual
Commissary
Sales Report

PUBLISHED BY THE AMERICAN LOGISTICS ASSOCIATION

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THE QUARTERLY JOURNAL FOR THE INTERNATIONAL AND MILITARY MARKETING PROFESSION

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Interservice (ISSN 0273-7485) Published quarterly by the American Logistics Association, 1133 Fifteenth Street, N.W., Suite 500, Washington, D.C. 20005. Telephone: (202) 466-2520. Telex: 6502459439. Second-class postage paid at Washington, D.C. and additional mailing offices. Statements of fact and opinion are the responsibility of the authors alone and are not necessarily those of the ALA. Unsolicited manuscripts should contain a self-addressed envelope. Responsibility is not assumed for the return of unsolicited material. Copyright © 1986 by the American Logistics Association. Materials may not be reproduced by any means without written permission from the Association.

Subscription rate for members is $20, which is included in the dues. U.S. subscription rate to non-members: $20, one year; foreign subscribers add $5. Single copies (current year): $10 (U.S.); $15 (foreign). Back copies: $15 (U.S.); $20 (foreign). Subscribers are requested to notify promptly of any address change. Advertising rates on application. POSTMASTER: Send address changes to American Logistics Association, 1133 Fifteenth Street, N.W., Suite 500, Washington, D.C. 20005.

Printed in the U.S.A. by Byrd Press, Richmond, VA. Graphic design and production by Burkey Belser, Inc., Washington, D.C.

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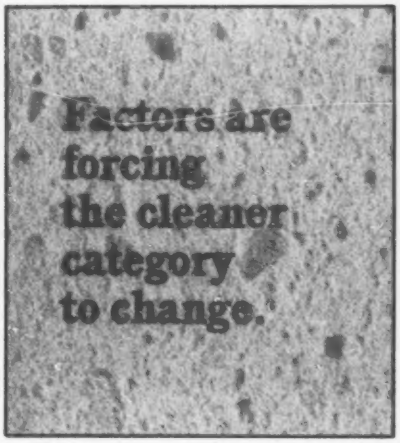
Household Products: Who Is Cleaning Up?

BY MIKE HAWKINS


Factors are forcing the cleaner category to change.

Today's household cleaning market is like a wide, lazy river. On the surface, it seems calm and steady. It's slow in some places and fast in others, but overall the pace never changes.

Just like that river, though, the structure of today's household cleaner category is changing below the surface. The pressure of a category that doesn't seem inclined to grow quickly is applied to the subcategories. That's where the competition is. New products are competing with old products. New ideas are coming to the surface for a quick gasp of air, and the consumer is there, making decisions about the future of products.

Who will dominate? What new types of products are shoppers looking for and why will they make their decisions are just a few of the questions that must be answered. What makes this river flow?

In the marketplace, the question of who runs the supply and demand river is always arguable. Does the consumer control what hits the market by expressing demand, or do marketing research teams decide what's coming next?

With the many products in this segment of the market, at least, it appears that the consumer is in charge. When today's shopper goes after household cleaning products, it's a no-holds barred, "give-me-what-I-want" situation. And the shopper wants it all; a bargain, a nice smelling heavy-duty all-purpose liquid, special cleaners for today's surfaces, products that do more than one job, and products that will save time. Time is important to today's shopper. Quality time. Time with the family, time with friends, time to be alone.

This is true in the market at large, and especially so in the military resale market, with the increasing number of retirees who want to spend less time cleaning and more time enjoying their retirement. The military demographics are also beginning to include more and more two-earner households and single parent families, just as the civilian market is. All of these factors are forcing the household cleaner market to change, inside, down beneath the surface.

The category itself has grown so large and encompasses so many items that it's impossible to sum it up with a nice, tight list. The term used to describe the category differs from one service to another and from commissary to exchange. Household products are household cleaners are household goods with minor variations. But they all include a number of basic items. Cleaning supplies such as all-purpose liquids, liquid and powdered dish or laundry detergents, bathroom cleaners, scrub pads, paper towels, and the remainder of the "let's get it clean around the house" items are of course within the category. But it also includes products such as pesticides. Ant and roach sprays, the now-popular bug "bombs," and other systems for controlling insects and rodents are some examples.

Then there are the special cleaners. The supergrowth subcategory of vinyl protectors, for instance. These and other products

---

Mike Hawkins is a San Antonio, TX-based freelance writer. He was on active duty in the U.S. Air Force until last year, serving 11 years as a public affairs specialist. His last 6 years were spent on assignment to headquarters of the Air Force Commissary Service.

Liquid cleaners reflect the trend toward convenience.

TABLE 1

Top Five Household Cleansing Product Categories Ranked by Sales Growth for 1983 to 1984

Product	% Growth
Vinyl protectants	25.6%
Bathroom cleaners	17.3
Carpet deodorizers	15.2
Toilet bowl cleaners	13.7
Air fresheners	13.3

Source: Charles H. Kline and Co., Inc.

all fall within the household cleaner category.

In fact, there are more than 5,000 separate products in the category on the market today, according to Charles H. Kline and Co., Inc. spokesperson Betsy Donovan. The Fairfield, NJ-based Kline and Co. tracks, among other things, sales data and trends in the household products market.

Donovan says that there are about 200 companies putting these products out, but the top three firms, all with annual sales of $670 million and more, make up 44 percent of the total industry sales volume as of 1984. According to Kline and Co. figures, those three are Procter and Gamble, with 29 percent of the total, followed by Lever Brothers and Colgate-Palmolive, each with an eight percent share.

The total sales volume of household cleaning products in 1984 exceeded $8.9 billion, which is up by 7.1 percent from 1983 says Donovan. Most marketing and sales representatives tend to agree that the sales have been flat, but steady.

In the military resale market, specifically, there's some disagreement.

For instance, Mike McClain, senior buyer for the Army and Air Force Exchange Service's (AAFES) hardware and cleaning supplies unit, says AAFES has had significant success in the category for the last several years. He cites a more than $2.2 million sales increase from 1984 to 1985.

"They're becoming very important to us," he comments. "Many of our cleaning supplies are showing absolutely fantastic sales."

Patrons are saving big at their commissary.

AAFES has a number of its own brands on the shelves to give shoppers prices comparable to those in commissaries and off-base "loss leaders" in the house brand categories.

McClain stresses that the items are made by companies which are active in the house brand market, and products are tested and reviewed in AAFES quality assurance labs.

He's also the first to admit that while many of his customers are zeroing in on the savings offered by the AAFES brand, others are extremely brand-conscious. With this in mind, there's been no de-emphasis on brand names in Army and Air Force exchanges.

"We always carry the number one, and some number two or three best-sellers, depending upon the size of the category. In essence, our managers are free to stock what sells."

McClain sees a continued trend of healthy sales growth in exchanges. Through November last year, sales were already leading 1984 by almost $2 million.

The story's a bit different at the Air Force Commissary Service (AFCOMS). Gary Duell, chief of AFCOMS merchandising and marketing branch, says that sales were not only flat for 1984, they actually declined as a percentage of total grocery sales. In 1983, sales of household cleaning products accounted for 13.73 percent of grocery sales, while the figure dropped to 13.67 percent in 1984.

"The category keeps getting bigger and bigger," he explains, "and there are new entries all of the time. But sales overall just haven't grown that much." The actual growth of sales for the category was less than one-tenth of one percent, according to Duell.

Still, the market's not diminishing, either. Patrons are saving big [illegible] at their commissary on household cleaners, and they know it.

"Our customers realize that there's a big mark-up, anywhere from 16 to 30 percent on detergent items, for instance, when they shop in the civilian retail market. The commissary will always show them a hefty savings on these items."

Another thing that attracts military shoppers to the commissary for these products is the size of the items the military stores carry.

"Most military customers shop less frequently than civilians," Duell comments. "When they come in, they want to buy the bigger sizes of almost any product, and that's especially true in this category. Because of that, you'll very seldom find

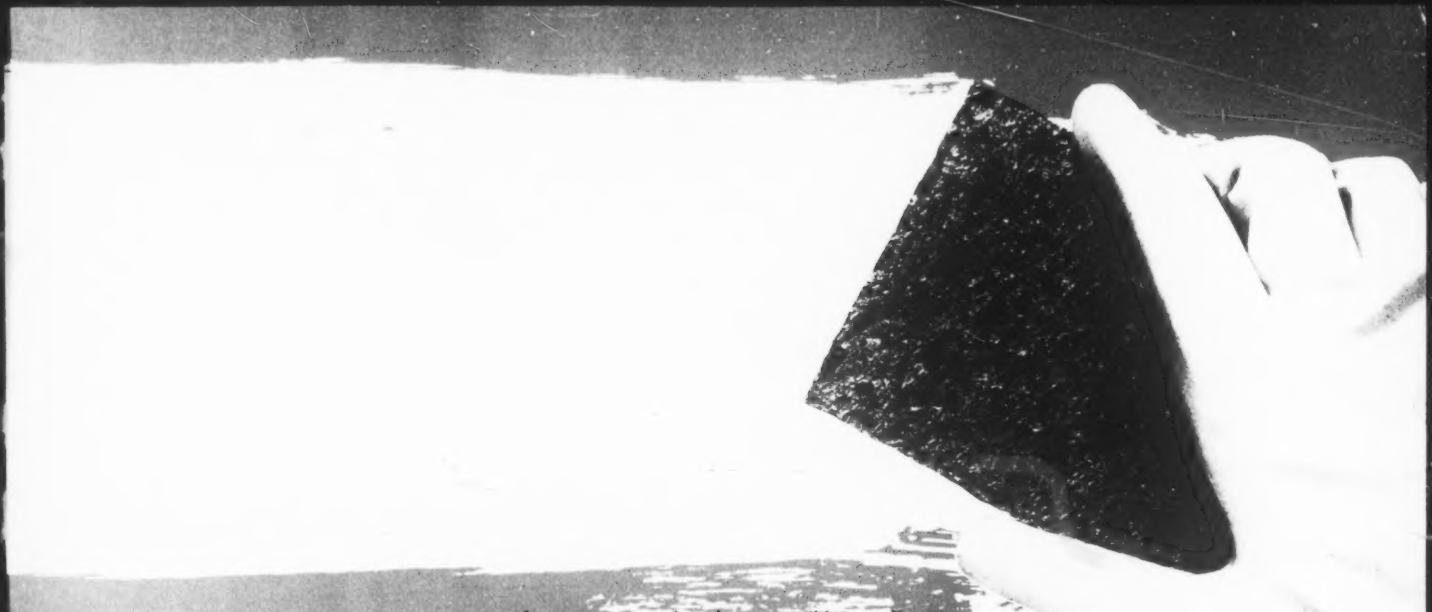


TABLE 2

Top Ten Domestic Household Cleansing Products Companies Based on 1984 Sales

Company	% of Total
Procter & Gamble	29%
Lever Brothers	8
Colgate-Palmolive	8
Clorox	5
S.C. Johnson	5
Sterling Drug	4
Purex	4
American Home Products	3
Amway	3
Morton Thiokol (Texize)	3
All other	28
Total	**100%**

Source: Charles H. Kline and Co., Inc.

49-ounce boxes of detergent or the 12- to 16-ounce bottles of liquid detergents. I don't think you'll ever find a one-half pint bottle of a cleaner. As a rule, we always have the bigger sizes."

AFCOMS is considering additions to the large sizes by including the 20-pound pail of one leading detergent that's currently sold primarily in discount warehouses. Duell believes this would spur an increase in sales and savings for customers.

At Navy Resale and Services Support Office (NAVRESSO) headquarters, no sales or percentage of sales figures are available for commissaries, but NAVRESSO spokesperson Maureen Murray did say that the category was keeping pace with overall commissary sales, which are up slightly over 1984.

More information was available regarding sales in Navy exchanges. Household cleaner product sales are increasing at a rate of from three to five percent a year, according to Glen Hoffman, a household supplies buyer in NAVRESSO's exchange merchandise division. Sales are stable, he says, and account for about 70 percent of the overall household supplies category, or about $12 million in sales during 1984.

Jerry Brazil, chief of the U.S. Army Troop Support Agency's (TSA) Midwest Commissary Region's merchandising management branch, was impressed with the unusually high number of new entries in the category this year. He's carefully watching the changes taking place within the subcategories.

"First there was liquid Tide. It hit the market with a major introduction. Of course, it wasn't the first liquid detergent, but it really shook things up. It blasted the market with advertising."

The whole range of liquid cleaners is mushrooming, he says. It's part of the trend towards convenience, and is beginning to steal market share from the long entrenched powdered detergents.

"Consumers really like liquids," he nods his head for emphasis. "They're convenient, and that's the name of the game today. I don't know if people are really saving money on them, and I'm not sure that's important to the shopper in this case. Whatever, they're certainly buying liquids."

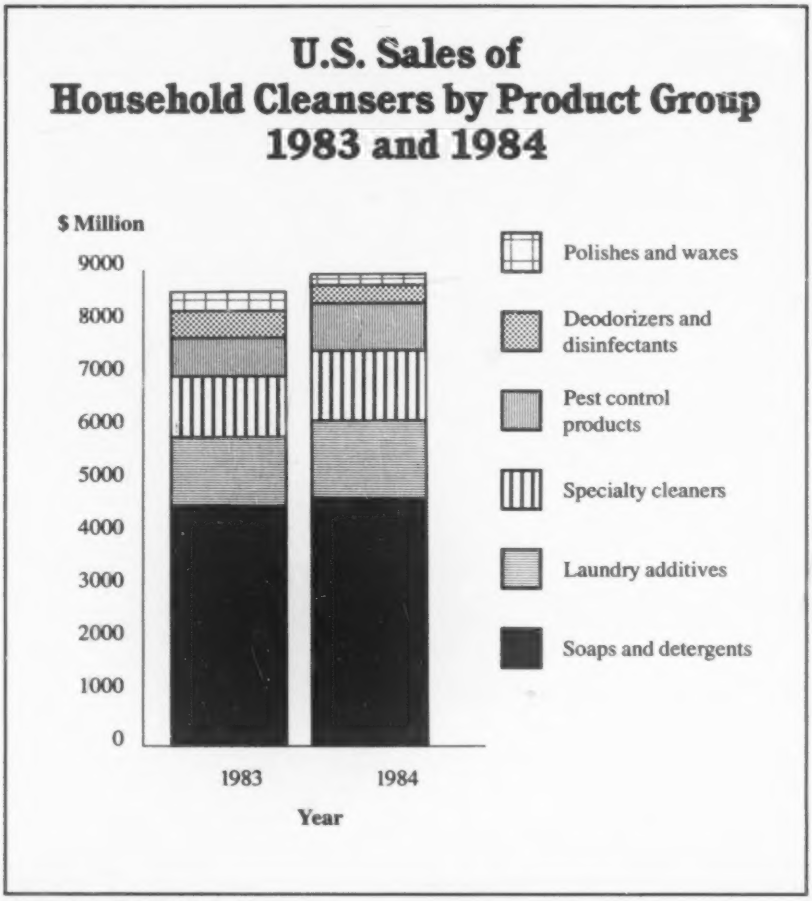
Market consultant Betsy Donovan at Kline and Co. explains. "There's a clear trend nationwide towards products which offer the consumer more convenience. In the household cleaner category this is especially noticeable." Societal changes mean that people are today more willing to

TABLE 3

Seventeen Fastest-Growing Suppliers of Household Cleansing Products Based on 1983–84 Sales

Company	% Growth
Church & Dwight	121%
Reckitt & Colman	105
Willert Home Products	79
McKesson	39
Dow	19
Kiwi Polish	18
Bayer AG	18
Economics Laboratory	14
Sandoz	13
Bristol-Myers	11
Greyhound	11
Morton Thiokol	11
Clorox	10
Ciba-Geigy	9
Lever Brothers	8
A.H. Robins	8
Blue Lustre	8

Source: Charles H. Kline and Co., Inc.



U.S. Sales of Household Cleansers by Product Group 1983 and 1984

Source: Charles H. Kline and Co., Inc.

Liquid, all-purpose cleaners are feeling heat from competition.

spend their time working at their jobs or careers, Donovan says, which means housecleaning is lower on their list of priorities.

Other military merchandising specialists see the same trends, towards liquid cleaners and other conveniences.

"We'll continue to see liquid soaps and detergents of all kinds play a greater and greater role in the marketplace," says Mike McClain at AAFES. He also cites the rollout of Tide liquid. Even though sales figures for the products weren't available, he was tracking the success in the three regions taking part in the rollout. The results, he said, were impressive. The product is doing "very, very well."

Gary Duell sees the same future for liquids. "We'll have a lot of competition in the subcategories as the liquids and other more convenient products enter the market. New ideas are hitting the shelves all the time. Just look at the concentrates. A couple of years ago, Procter and Gamble introduced an extra-concentrated form of Downy Fabric Softener. They took that formula and concentrated it again. Now, you've got a bottle half the size of the original that does the same amount of work. People really like that sort of thing. Innovations like this are going to make the difference. People will shop around for products they like, looking for the easiest and quickest ones to use that will still do the job they want done."

Even the liquid, all-purpose cleaners are beginning to feel the heat of increased competition on their glass or plastic heels. The market share of established brands isn't increasing, just getting spread around, according to Jim Anagnost, military sales director for American Cyanamid, manufacturer of Pine Sol, the top seller in the subcategory.

What to do? Pine Sol is testing a new, spray version of its product. And that brings up the subject of line extensions. Others call it "copy branding" or "me too-ing." Whatever the name, it's the same process.

A company with a well-established successful brand introduces a new or altered product using the name of its top line. The benefits are obvious: instant recognition and consumer trust. The product introduced may not even be new, just a clone of some other product. Thus the "copy brand" and "me-too" labels.

But these, like other new products, are exacerbating the battle for shelf space. Since sales aren't escalating, most commissaries and exchanges will continue to devote the same space to the category. Shoppers will pick the winners and the losers while they take advantage of the highly competitive rollout promotions.

Despite the increased competition and eventual losers, line extensions and new products are the only thing that make sense for many manufacturers.

Tom Tierney, brand manager of the home products division at 3M Co., cites the success of their Scotchguard Carpet Cleaner and Protector and Upholstery Cleaner and Protector. They were introduced in the past two years as line extensions of the Scotchguard name which, Tierney points out, has a 95 percent recognition factor among consumers. Judy Borowski, spokesperson for 3M Co., comments that line extensions are one way to use the equity which a company has invested in a well-established brand or product.

Another line extension, consisting of newcomers introduced in February and March this year, came from American Cyanamid, says Jim Anagnost. Springboarding off of their Combat Roach Control System, which *Fortune* named as one of 1985's "Products of the Year," they'll introduce Combat Ant Control, Combat Fire Ant Control, and Combat Large Roach Control products.

The exchanges and commissaries eagerly wait the rollouts. They're all ready to jump on the promotional bandwagon.

At AFCOMS, Duell schedules many rollouts as mandatory sales items for commissaries. The two largest sizes of Clorox's new "no odor" bleach, for example, were carried in all Air Force commissaries.

The same product was rolled out onto the shelves of Army commissaries in TSA's Midwest Region in February, says Brazil. He plans on marketing the "old" and "new" Clorox side by side to give customers the obvious choice.

"We try very hard," he says, "to get new products in our stores as quickly as possible. We'll roll out regionally or nationally. That's especially true when a number-one company is pushing a product. But even when that's not the case, we know that consumers are going to try new items, and we want to have them."

AAFES has changed its merchandising policy about household cleaner rollouts, McClain explained.

"Not long ago, we were reluctant to roll out regionally, but that's not the case today. In fact, we now often prefer it. It's very lucrative for our customers when they can take advantage of the promotions available on new item introductions."

In addition, he says, buyers at AAFES are always monitoring the Nielsen and SAMI reports for any new items that can be added to the category, to ensure that the assortment reflects the national best-sellers.

AAFES changed its policy on rollouts.

Promoting the competitiveness of the household cleaner subcategory wars is the big dollar value of cents-off coupons usually associated with the category. When consumers pay $7 for a box of detergent, as Gary Duell puts it, they're conditioned to look for a 75¢ coupon.*

Procter and Gamble is the single largest redeemer of coupons for AFCOMS, says Duell, and most of them are used on items from the household cleaner category. Coupons play an equal role in sales and promotions for Army commissaries and for AAFES.

For the future, sales of household cleaners are expected to continue their slow, steady increase. Kline and Co. projects total sales for the category will reach $12.9 billion by 1989, staying three to four points ahead of inflation. The strongest contenders, according to Donovan, will continue to be vinyl cleaners and protectors, carpet deodorizers, air fresheners, and bathroom cleaners.

Meanwhile, new entries seem to be focusing on giving the consumer products that will help fill all of the requirements demanded of them. They'll save time by being more convenient or accomplishing more than one cleaning job. They'll take care of a highly specific task that isn't covered by the all-purpose cleaners. They'll be more pleasing, have a nicer scent, or be less abrasive. Most all the new entries will help save time because that's the number one requirement for many consumers today. Today's consumer truly understands the meaning of the old adage, "time is money," and shops accordingly.

The river seems idle past the banks, taking its time, waiting for no man, just looking ahead to the same placid future. But all the action's below the surface. That's where the water churns. And that's where the future's made. ■

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*See article on the subject of coupon redemption patterns elsewhere in this issue.

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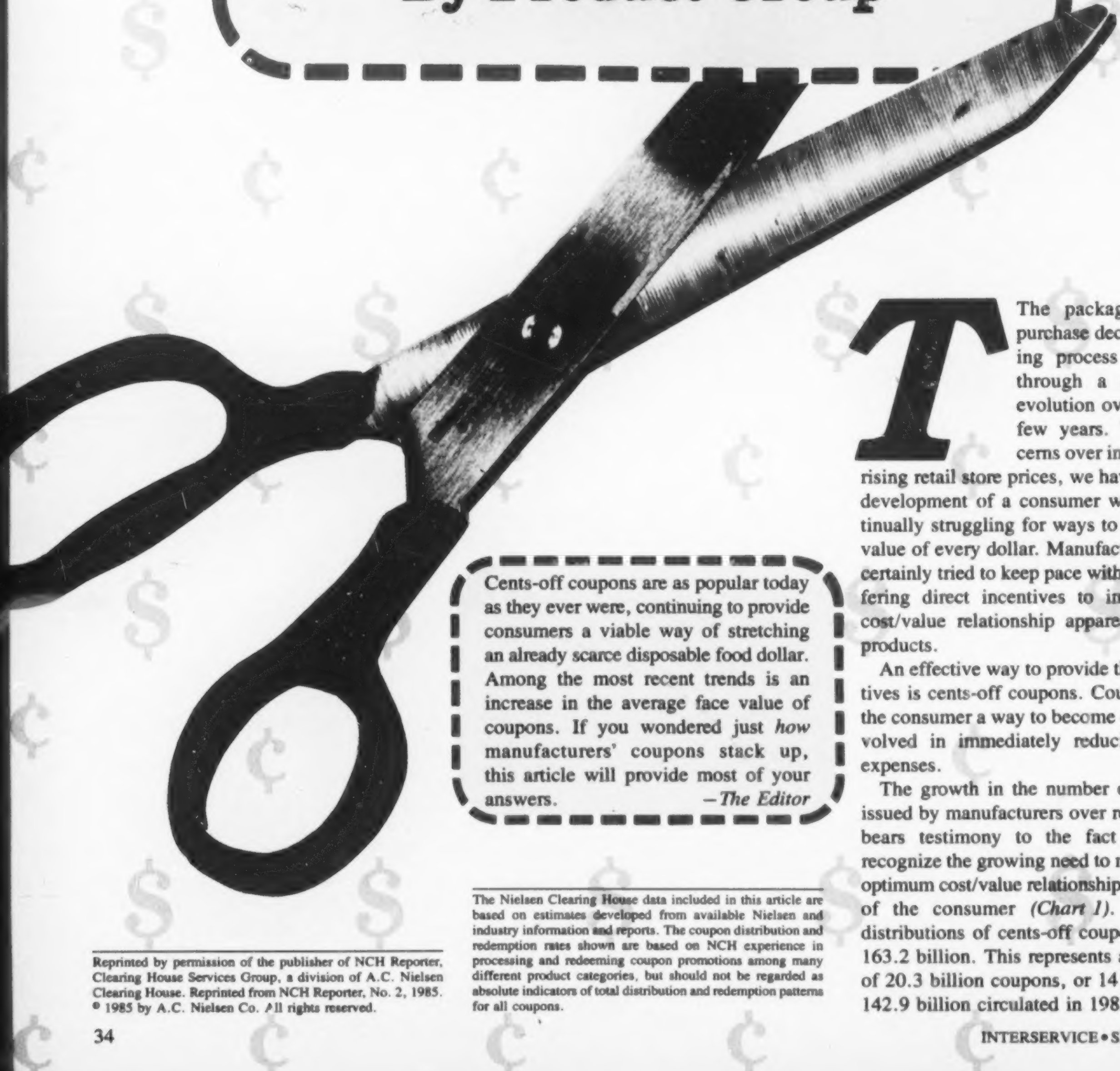
Coupon Report

Coupon Distribution and Redemption Patterns By Product Group



Cents-off coupons are as popular today as they ever were, continuing to provide consumers a viable way of stretching an already scarce disposable food dollar. Among the most recent trends is an increase in the average face value of coupons. If you wondered just *how* manufacturers' coupons stack up, this article will provide most of your answers. *—The Editor*

The packaged goods purchase decision-making process has gone through a significant evolution over the past few years. With concerns over inflation and rising retail store prices, we have seen the development of a consumer who is continually struggling for ways to stretch the value of every dollar. Manufacturers have certainly tried to keep pace with this by offering direct incentives to improve the cost/value relationship apparent in their products.

An effective way to provide these incentives is cents-off coupons. Coupons offer the consumer a way to become directly involved in immediately reducing family expenses.

The growth in the number of coupons issued by manufacturers over recent years bears testimony to the fact that they recognize the growing need to maintain an optimum cost/value relationship in the eyes of the consumer *(Chart 1)*. In 1984, distributions of cents-off coupons totaled 163.2 billion. This represents an increase of 20.3 billion coupons, or 14% over the 142.9 billion circulated in 1983.

The Nielsen Clearing House data included in this article are based on estimates developed from available Nielsen and industry information and reports. The coupon distribution and redemption rates shown are based on NCH experience in processing and redeeming coupon promotions among many different product categories, but should not be regarded as absolute indicators of total distribution and redemption patterns for all coupons.

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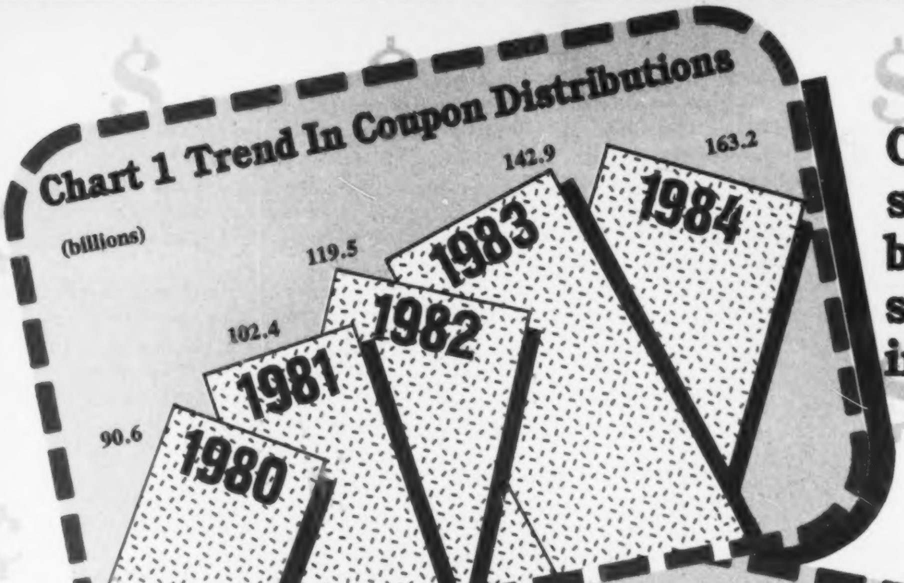
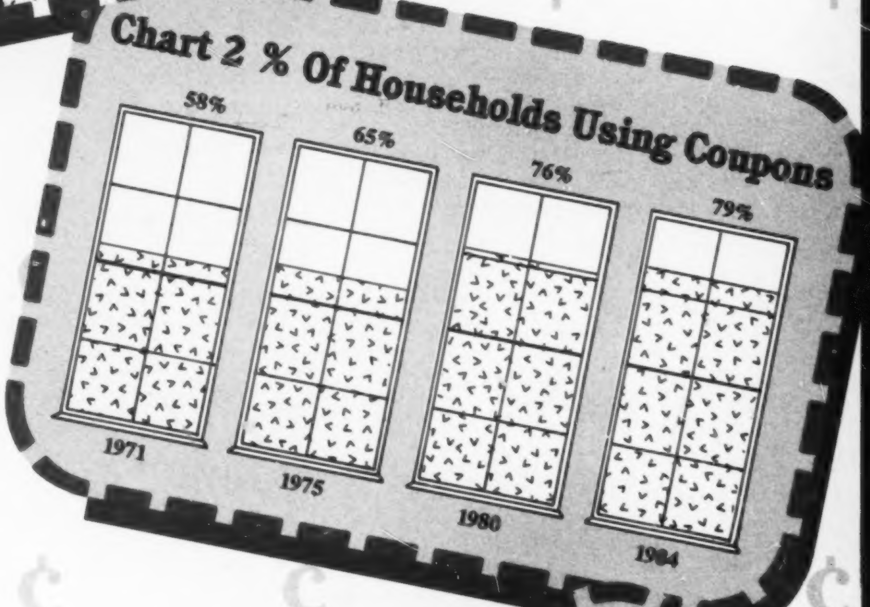


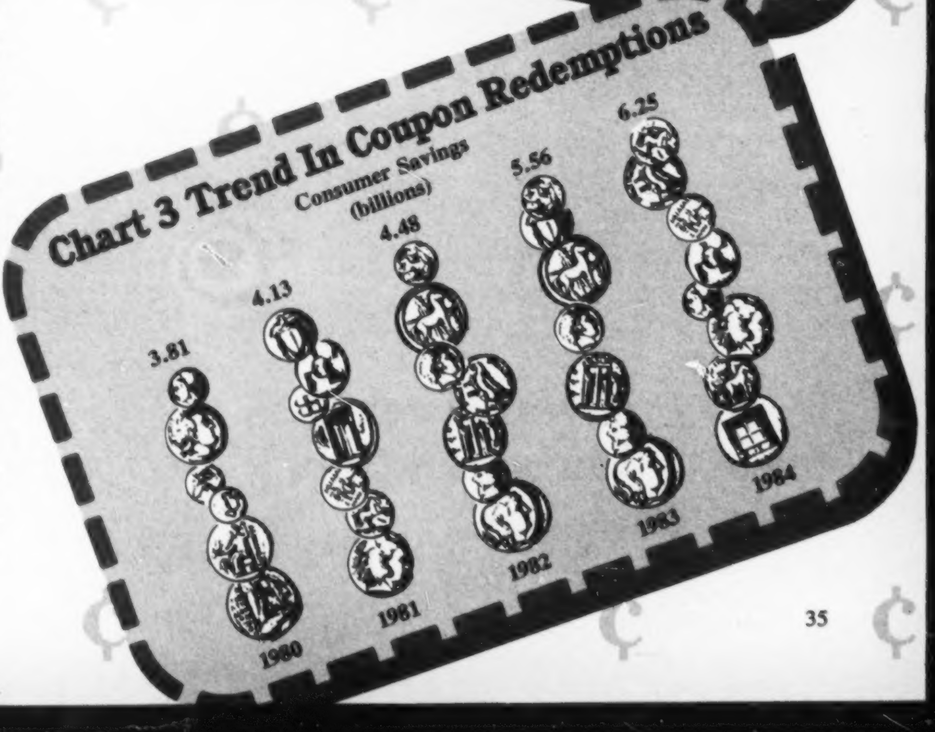
Consumers saved $2.06 billion on their shopping bills in 1984.



Consumer interest in and usage of coupons continues to broaden, and is a major factor in the growth of coupon distribution activity. *Chart 2* reflects the upward trend in percent of households using coupons, increasing from 58% in 1971 to 79% in 1984. Further underscoring the fact that more consumers are using coupons, a record 6.25 billion coupons were redeemed in 1984 *(Chart 3)*. Through their redemption of coupons, consumers saved $2.06 billion on their shopping bills in 1984.

Nielsen Clearing House (NCH) serves as the redemption agent for a large number of food, household, and health & beauty aid product manufacturers. This puts NCH in a unique position to evaluate and report how coupons are being used to promote different kinds of products.

Generally, coupon distribution and redemption patterns are analyzed in broad industry terms and presented in NCH's annual "Coupon Distribution and Redemption Patterns" report. In light of the magnitude of change going on within the couponing industry, it was recognized that the value of this annual report could be enhanced by extracting certain information for six separate product category groupings. After examining coupon promotions involving distributions of more than 80 billion coupons, we were able to compare and contrast coupon patterns established within each category. These patterns can then be used to reinforce marketers' knowledge about couponing as they relate to their own *unique product category.*



Methods of Distribution

Many innovative vehicles and programs for distributing coupons are available to manufacturers. As a result, manufacturers can choose from any number of alternative ways to deliver their coupon programs – depending on individual needs and objectives.

When reviewing the division of coupon volumes among the principal distribution vehicles, we see a number of marked changes occurring. The most prominent changes involve the use of the Sunday free-standing insert and daily newspaper vehicles. Other vehicles have experienced only slight increases or decreases in usage *(Chart 4).*

Reviewing the changes in vehicle selection across the various product groups reveals a number of similarities and differences. Note the change in structure of daily newspaper couponing.

Daily newspaper R.O.P. and co-op promotions have not only experienced declines in relative share of total distribution, they have experienced them across all product groups. Nevertheless, in 1984 these two vehicles accounted for 38% of the Meat and Dairy and Frozen Food coupons and 44% of the Beverage coupons. However, it is worth noting that in 1983, these two vehicles accounted for 42%, 49%, and 48% of their coupons, respectively.

A relatively new development in daily newspaper couponing has picked up some of the loss in share experienced by the R.O.P. and co-op vehicles. Free-standing inserts circulated via the daily newspaper accounted for 9% of total distributions in 1984. Manufacturers of Meat and Dairy and Frozen Food products placed heavier than average emphasis on this vehicle, increasing their distribution shares to 12% and 16% respectively.

The relative share of total distribution held by Sunday free-standing inserts made further substantial gains, reaching a level of 43% in 1984 versus 37% in 1983. This same rate of growth can be seen within each product group, with 1984 shares of distribution ranging from 28%–56%. Health and Beauty Aid, Household Product, and Other Packaged Food manufacturers are using free-standing inserts more frequently than any other circulation vehicle. For example, in 1984 Sunday free-standing inserts accounted for 56% of all Health and Beauty Aid coupons.

The newspaper co-op and magazine vehicles, despite experiencing minor decreases in relative share of total distribution between 1983 and 1984, still account for rather substantial shares of distribution within each category. Newspaper co-op promotions accounted for 6–12% of individual category 1984 distributions and 10 percent of all 1984 coupon distributions. The sharpest decreases in the use of this vehicle occurred within the Frozen Food, Meat and Dairy, and Other Packaged Food categories.

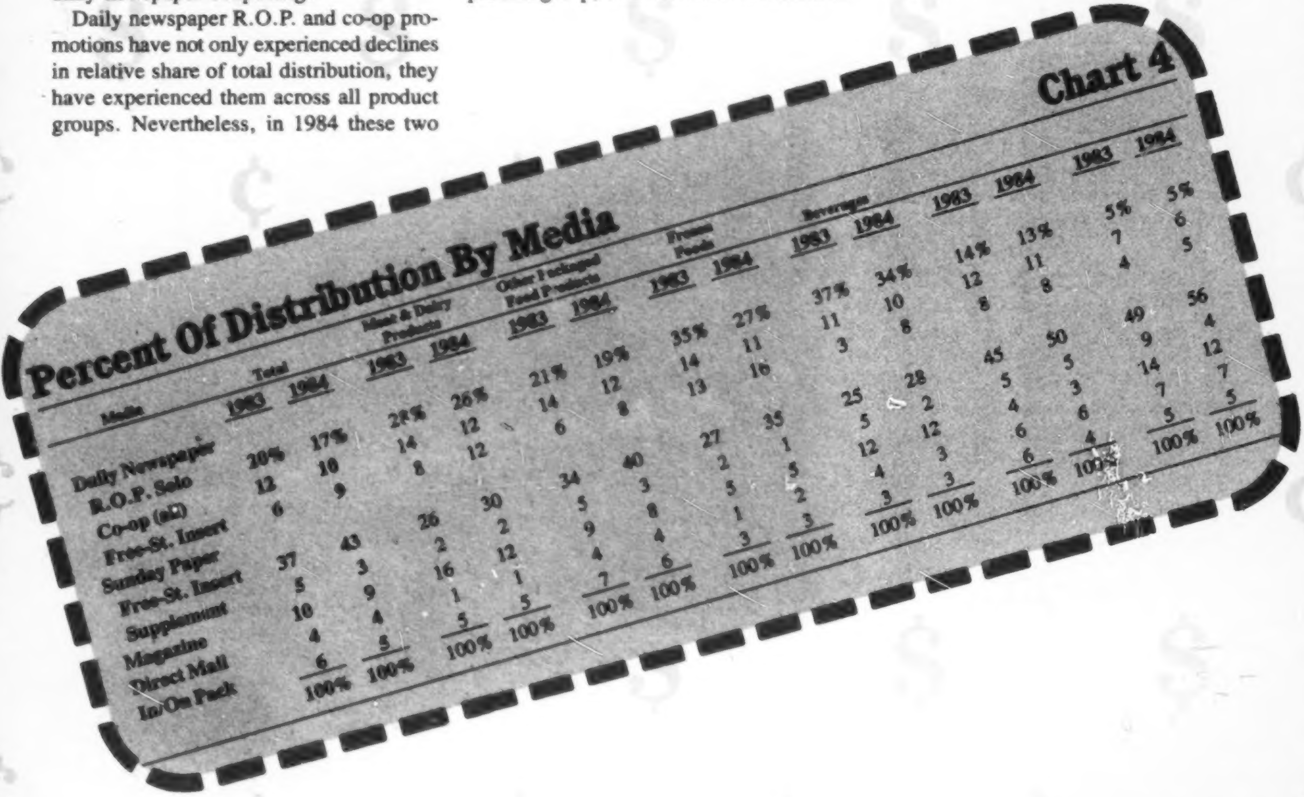


Chart 4

Percent Of Distribution By Media

Media	Total 1983	Total 1984	Meat & Dairy Products 1983	Meat & Dairy Products 1984	Other Packaged Food Products 1983	Other Packaged Food Products 1984	Frozen Foods 1983	Frozen Foods 1984	Beverages 1983	Beverages 1984	1983	1984	1983	1984
Daily Newspaper														
R.O.P. Solo	20%	17%	28%	26%	21%	19%	35%	27%	37%	34%	14%	13%	5%	5%
Co-op (all)	12	10	14	12	14	12	14	11	11	10	12	11	7	6
Free-St. Insert	6	9	8	12	6	8	13	16	3	8	8	8	4	5
Sunday Paper														
Free-St. Insert	37	43	26	30	34	40	27	35	25	28	45	50	49	56
Supplement	5	3	2	2	5	3	2	1	5	2	5	5	9	4
Magazine	10	9	16	12	9	8	5	5	12	12	4	3	14	12
Direct Mail	4	4	1	1	4	4	1	2	4	3	6	6	7	7
In/On Pack	6	5	5	5	7	6	3	3	3	3	6	4	5	5
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Many innovative vehicles for distributing coupons are available.

Magazine promotions accounted for between 3% and 12% of individual category 1984 distributions and 9% of all 1984 coupon distributions. The sharpest decreases in use of this vehicle occurred within the Meat and Dairy and Health and Beauty Aid categories.

The Sunday supplement, direct mail, and in/on pack vehicles hold relatively small shares of category and overall industry distributions, but are regarded as effective vehicles for fulfilling certain promotional objectives. Sunday supplement promotions account for 1% to 5% of individual category distributions and 3% of all coupon distributions. Likewise, direct mail promotions account for 1% to 7% and 4%, with in/on pack promotions accounting for 3% to 6% and 5% of individual category and industry 1984 distributions, respectively.

Coupon Redemption Rates

Current economic conditions, increased manufacturer usage, and growing consumer awareness and acceptance of coupons have contributed to changes in redemption ratios. *Chart 5* shows the 1984 average redemption rate, by medium, generated by the six product categories and the grocery industry. Note the differences in average response rates across the various product categories and how each compares to the grocery industry overall.

These differences can serve as useful guidelines for manufacturers when planning and budgeting promotional efforts. However, it is important to recognize that certain categories regularly redeem higher than others.

There certainly are basic differences between products and brands that contribute to the variations in response rates. Other factors causing variations in response rates include:

1. Method of coupon distribution.
2. Design and appeal of coupon offer.
3. Value of coupon offer.
4. Area of country.
5. Competitive activity and others.

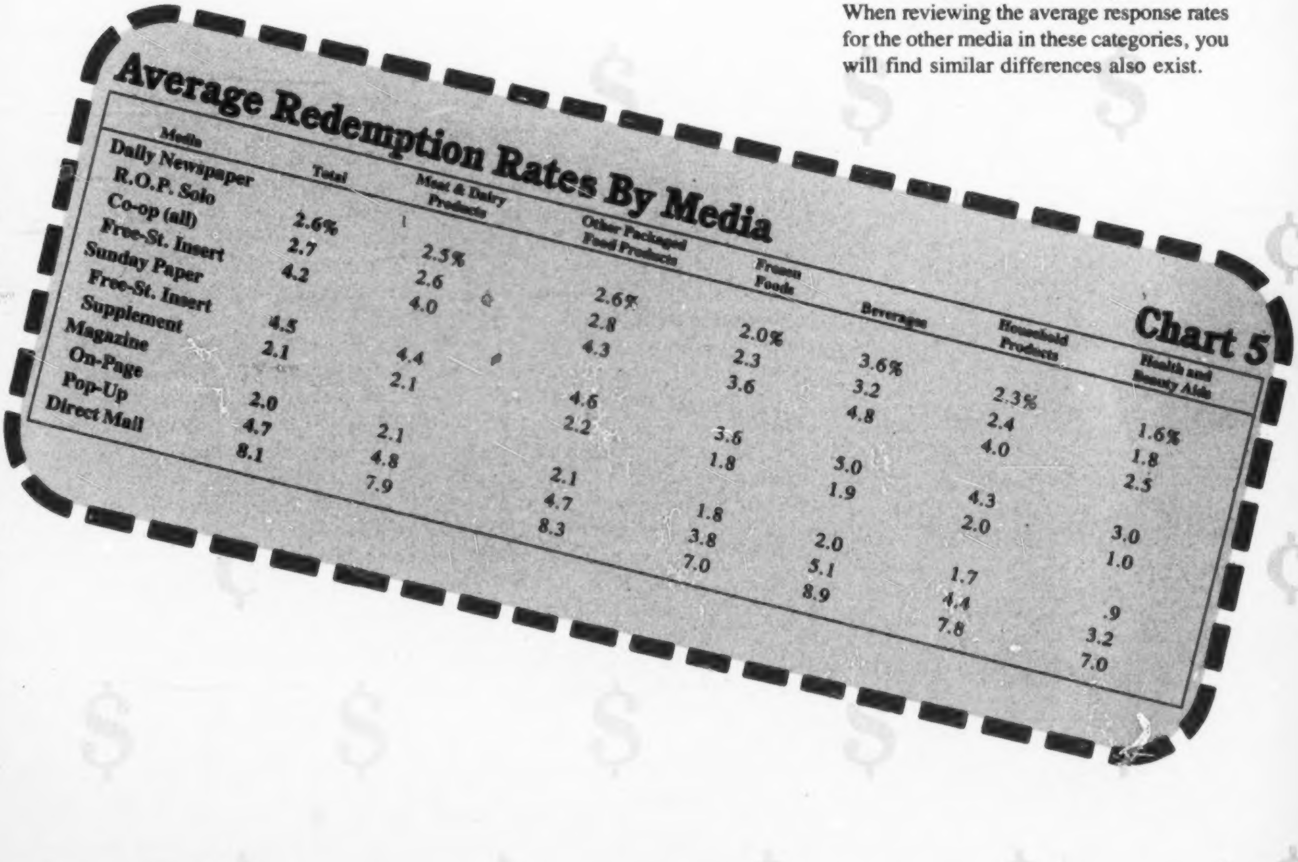
In any case, it is important for manufacturers to recognize and consider all factors when projecting coupon redemption rates and promotional liabilities.

In general, Meat and Dairy, Other Packaged Food, and Beverage coupon promotions redeem close to, or higher than, the grocery industry averages set by all manufacturers combined. For example, daily newspaper R.O.P. promotions, a popular selection for each of these categories, redeem well when compared to the industry average of 2.6%. Meat and Dairy R.O.P. coupons average a response rate of 2.5%, Other Packaged Food R.O.P. coupons 2.6%, and Beverage R.O.P. coupons 3.6%. Similar differences in response rates within these categories can be found when examining the averages for free-standing insert, newspaper co-op, and other vehicles.

Average response rates for the Frozen Food, Household Product and Health and Beauty Aid categories generally fall below the averages established by the grocery industry. For instance, Sunday free-standing insert coupons for Frozen Foods average response rate is 3.6%, for Household Products 4.3%, and for Health and Beauty Aids 3.0%.

In all three cases, the averages fall below the grocery industry average of 4.5%. When reviewing the average response rates for the other media in these categories, you will find similar differences also exist.

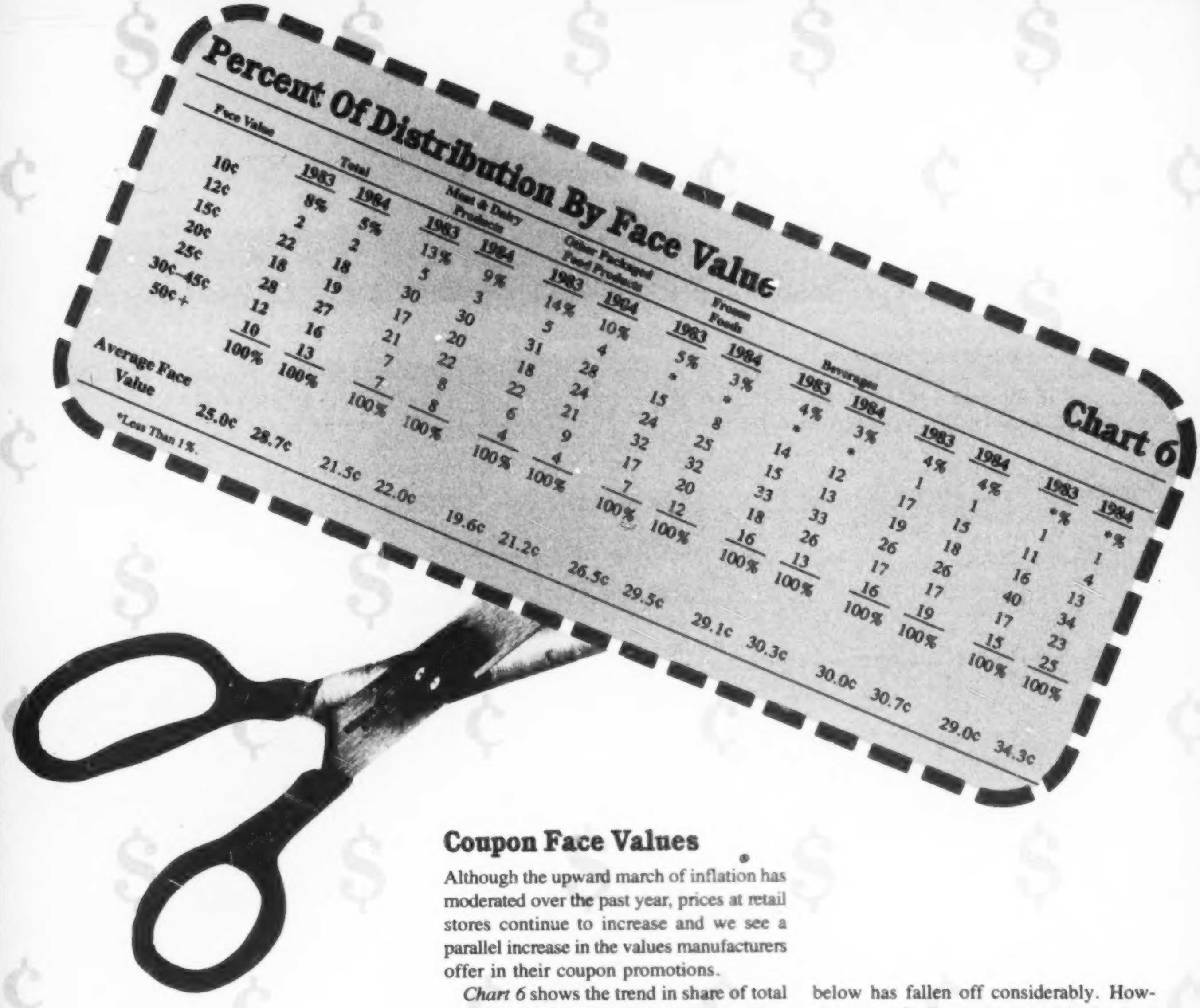
Certain categories regularly redeem higher than others.



Average Redemption Rates By Media

Chart 5

Media	Total	Meat & Dairy Products	Other Packaged Food Products	Frozen Foods	Beverages	Household Products	Health and Beauty Aids
Daily Newspaper							
R.O.P. Solo	2.6%	2.5%	2.6%	2.0%	3.6%	2.3%	1.6%
Co-op (all)	2.7	2.6	2.8	2.3	3.2	2.4	1.8
Free-St. Insert	4.2	4.0	4.3	3.6	4.8	4.0	2.5
Sunday Paper							
Free-St. Insert	4.5	4.4	4.6	3.6	5.0	4.3	3.0
Supplement	2.1	2.1	2.2	1.8	1.9	2.0	1.0
Magazine							
On-Page	2.0	2.1	2.1	1.8	2.0	1.7	.9
Pop-Up	4.7	4.8	4.7	3.8	5.1	4.4	3.2
Direct Mail	8.1	7.9	8.3	7.0	8.9	7.8	7.0



Percent Of Distribution By Face Value

Chart 6

Face Value	Total		Meat & Dairy Products		Other Packaged Food Products		Frozen Foods		Beverages					
	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984
10¢	8%	5%	13%	9%	14%	10%	5%	3%	4%	3%	4%	4%	*%	*%
12¢	2	2	5	3	3	4	*	*	*	*	1	1	1	1
15¢	22	18	30	30	31	28	15	8	14	12	17	15	11	4
20¢	18	19	17	20	18	24	24	25	15	13	19	18	16	13
25¢	28	27	21	22	22	21	32	32	33	33	26	26	40	34
30¢–45¢	12	16	7	8	6	9	17	20	18	26	17	17	17	23
50¢ +	10	13	7	8	4	4	7	12	16	13	16	19	15	25
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Average Face Value	25.0¢	28.7¢	21.5¢	22.0¢	19.6¢	21.2¢	26.5¢	29.5¢	29.1¢	30.3¢	30.0¢	30.7¢	29.0¢	34.3¢

*Less Than 1%.

Coupon Face Values

Although the upward march of inflation has moderated over the past year, prices at retail stores continue to increase and we see a parallel increase in the values manufacturers offer in their coupon promotions.

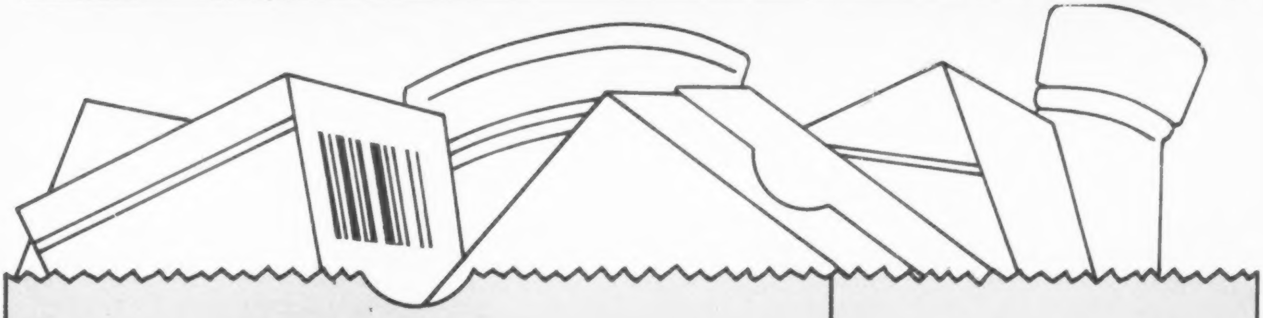
Chart 6 shows the trend in share of total coupon distributions by face value. Note that despite the varying degrees to which face values are used within each product category, it is easy to recognize that the overriding trend over the past few years has been toward greater use of higher face values.

Reflecting this pattern, there has been a significant upward shift in the average face value for all product categories. In 1983, the average face values ranged from a low of 19.6¢ for the Other Packaged Food category to a high of 30.0¢ for the Household Product category. The 1984 average face values ranged from a low of 21.2¢ in the Other Packaged Food category to a high of 34.3¢ in Health and Beauty Aids.

In addition, Chart 6 reveals important differences in face value selection between each of the product categories. It is important to recognize that, across most product groups, the usage of face values of 15¢ and below has fallen off considerably. However, the 15¢ face value remains the third most popular selection for total coupon distributions and the most popular face value selection for Meat and Dairy and Other Packaged Food manufacturers.

In the Frozen Food, Beverage, Household Product, and Health and Beauty Aid categories, usage of coupon values of at least 25¢ continue to be quite popular. Health and Beauty Aid manufacturers use these values to circulate 82% of their coupons, with Beverage manufacturers using them to circulate 72%, Frozen Food manufacturers 64%, and Household Product manufacturers 62%. In each of these categories, the 25¢ face value continued to remain the most frequent selection, with usage ranging from 26% for Household Product coupons to 34% for Health and Beauty Aid coupons. However, the sharp increases in usage were generally noted at the higher face value levels of 30–45¢ and 50¢ or more. ■

Usage of face values of 15¢ and below has fallen off considerably.



5th Annual Commissary Sales Report

BY ALAN GOLDSTEIN

It already has been widely reported that there were few bright spots in the fiscal 1985 commissary sales picture. The "big picture" showed a disappointing overall sales gain of just one-half percent—a real sales growth rate of .1 percent when adjusted for inflation—with both the Army and Air Force suffering near-equal declines of one percent and .9 percent respectively. In short, sales were flat.

There is no question that plummeting meat

Alan Goldstein is the American Logistics Association's director of information and research. He is also editor of Interservice *magazine.*

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Commissary Store Census

This table provides a geographic breakdown of the number of military commissary stores in operation and reporting sales as of Sept. 30, 1985. Excluded are 39 Army (Troop Support Agency) grocery annexes which for reporting purposes are included in the official operating results of main stores.

	Worldwide	CONUS	Overseas
Total DoD	*375*	*230*	*145*
Army (TSA)	139	66	73
Navy	81	58	23
Air Force (AFCOMS)	140	93	47
Marine Corps	15	13	2

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sales were partly to blame for this apparent lackluster performance. On a worldwide basis, meat departments did 13.4 percent less business than in fiscal 1984. Only Marine stores turned in a marginal 1.1 percent worldwide sales gain.

The produce aisle also saw better days. On an all-service basis, overseas produce departments sold 4.7 percent fewer fruits and vegetables than in fiscal 1984. The decline was sharpest at Army's overseas stores, where the ring of the register was muffled to the tune of 10.4 percent.

The grocery category – mainstay of the entire store – was the one area where commissaries mustered sales gains on all fronts, with the sole exception of Army's overseas stores where grocery sales fell away 3.8 percent. On a worldwide basis for all commissaries, the department posted an encouraging gain of 3.5 percent.

The services are optimistic about improvements in fiscal 1986. BG James S. Hayes, Commander of the U.S. Army Troop Support Agency (TSA), recently stated, "Our goal is to increase sales by 5 percent during Fiscal year 1986 by providing even better quality – in products and service." He said TSA will "continue to seek for our customers more voluntary price reductions, special sales and promotional events, greater item selection and increased coupon benefits."

TSA's aggressive store replacement/renovation program now includes 60 projects. Eight are scheduled for completion in FY86, ground will be broken for another 11, and plans will be made for others.

The long-awaited deployment of the Army Commissary Automated System (ACAS) occurs this spring, which in turn should mean that scanning will be operational in 60 percent of CONUS stores by the end of this year. Scanning installation in Europe begins this September. ACAS also includes automated meat market management, bar coding for inventory and shelf replenishment and data interchange for ordering, receiving and payment.

Many of the improvements being planned by the Air Force Commissary Service (AFCOMS) come on the heels of initiatives begun last year, such as Sunday openings at several overcrowded stores. Fourteen stores, in CONUS and overseas, are now open Sundays. Another ten will be added in FY86. Other Air Force stores combined their operating schedules with nearby commissaries to enable shopping seven days a week.

Fresh fish markets and in-store bakeries were added to many stores, and more are on the way. In fact, last year's was the biggest single-year construction program for AFCOMS, with $97 million obligated to 21 new stores now under construction. Fifteen of those stores are due to open this year.

AFCOMS was also occupied with a reorganization of its 15 U.S. complexes into eight regions, redistributing 170 manpower slots to individual stores. This added store-level assistance is expected to increase efficiency and aid operations in the remaining six months of the current fiscal year – aid sorely needed in the wake of the budget-cutting Gramm-Rudman-Hollings Act. Adjustments already have cut about $5 million from the AFCOMS operation and maintenance (O&M) funds for the rest of FY86, forcing some shorter store hours and closings on U.S. and selected local holidays overseas.

Although the rate of sales increase has decelerated from the 11.6 percent growth spurt of FY84, according to a recent Navy report, most of the gains made by Navy commissaries in FY85 can be attributed to the continued success of NAVRESSO's Commissary Business Strategy (CBS). At the heart of the Navy's CBS are initiatives to improve customer service, increase merchandise assortments, and improve product availability.

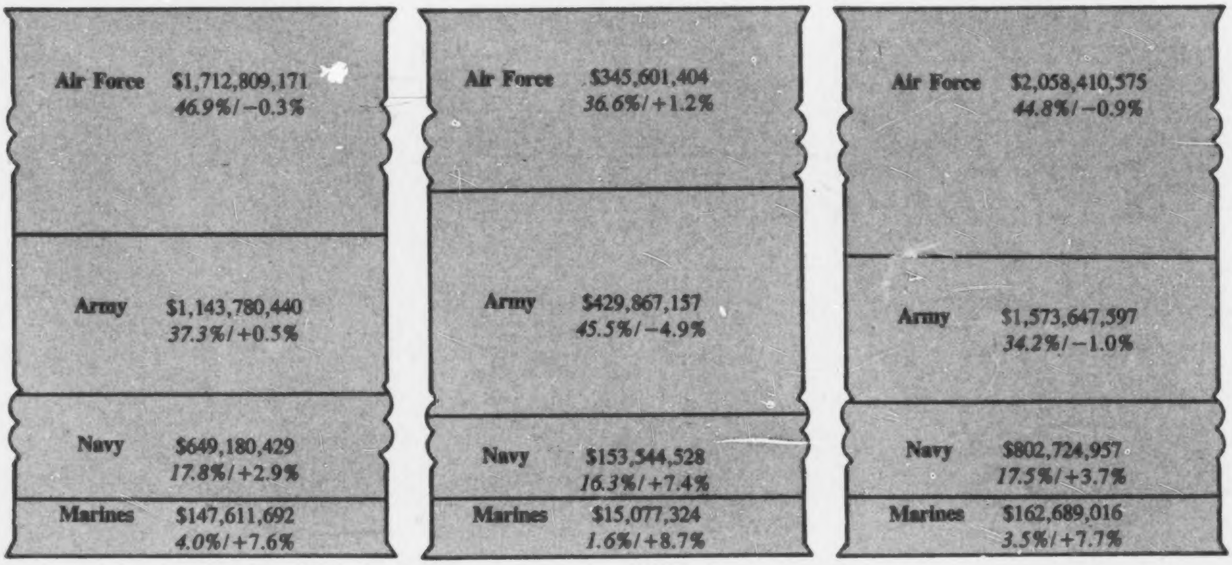
There are many challenges facing the commissary systems. But despite the difficulties and obstacles there is room for optimism.

This was the message of ALA President J. Brayton Fogerty at the recent ALA Commissary Roundtable in San Antonio, TX: "As an association, we are committed to lending every assistance that is helpful to those responsible for the commissaries. We ask a very simple thing of those colleagues. If we are going to have to live with the results of their surgery, let us become part of the diagnosis and a partner in the treatment."

Working together, the industry-military partnership will be exploring every means possible to make FY86 a banner year. ■

All-Service Commissary Total Sales—FY85

	CONUS	Overseas	Worldwide
DoD Totals:	$3,653,381,732	$944,090,413	$4,597,472,145
% of W/W Totals:	79.5%	20.5%	100.0%
% Change vs. FY84:	+0.8%	−0.7%	+0.5%



Note: The percentage in italics represents the respective services' sales shares.

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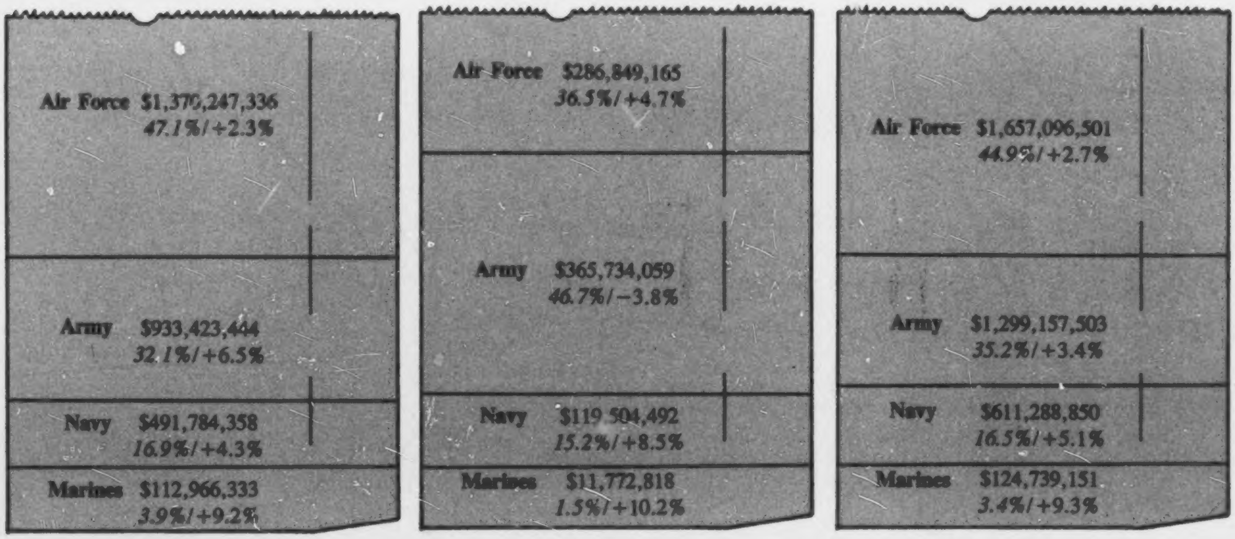
All-Service Commissary Grocery Sales—FY85

	CONUS	Overseas	Worldwide
DoD Totals:	$2,908,421,471	$783,860,534	$3,692,282,005
% of W/W Totals:	78.8%	21.2%	100.0%
% Change vs. FY84:	+4.2%	+1.1%	+3.5%



Note: The percentage in italics represents the respective services' sales shares.

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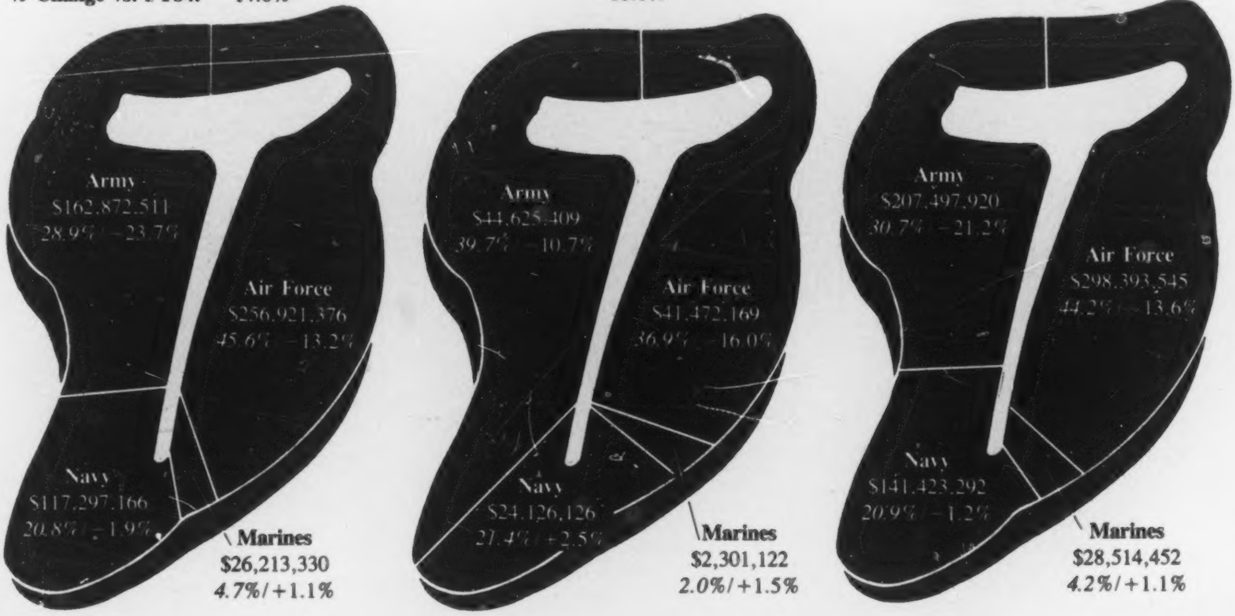
All-Service Commissary Meat Sales—FY85

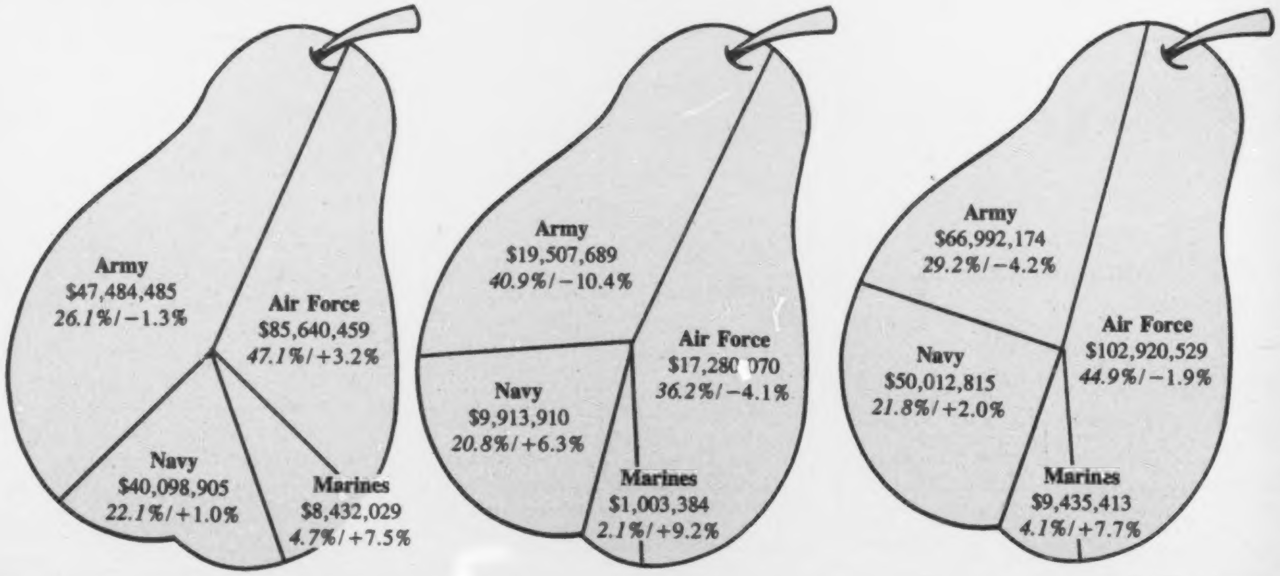
	CONUS	**Overseas**	**Worldwide**
DoD Totals:	$563,304,383	$112,524,826	$675,829,209
% of W/W Totals:	83.4%	16.6%	100.0%
% Change vs. FY84:	−14.0%	−10.0%	−13.4%



Note: The percentage in italics represents the respective services' sales shares.

All-Service Commissary Produce Sales—FY85

	CONUS	**Overseas**	**Worldwide**
DoD Totals:	$181,655,878	$47,705,053	$229,360,931
% of W/W Totals:	79.2%	20.8%	100.0%
% Change vs. FY84:	+1.5%	−4.7%	+0.3%



Note: The percentage in italics represents the respective services' sales shares.

All-Service Commissary Coupon Redemptions—FY85

CONUS

	Number	% Share CONUS	% Share Worldwide	$ Value	% Share CONUS	% Share Worldwide
Air Force	76,353,075	48.2	46.1	24,425,363	48.7	46.9
Army	47,000,000	29.7	28.4	15,578,266	31.1	29.9
Navy	29,918,141	18.8	18.1	8,671,818	17.3	16.7
Marine Corps	5,151,760	3.3	3.1	1,462,559	2.9	2.8
CONUS Totals	**158,422,976**	**100.0%**	**95.7%**	**$50,138,006**	**100.0%**	**96.3%**

Overseas

	Number	% Share Overseas	% Share Worldwide	$ Value	% Share Overseas	% Share Worldwide
Air Force	4,192,257	57.9	2.5	1,160,247	59.7	2.3
Army	2,300,000	31.8	1.3	593,849	30.6	1.1
Navy	480,114	6.6	0.3	114,399	5.9	0.2
Marine Corps	267,253	3.7	0.2	73,658	3.8	0.1
Overseas Totals	**7,239,624**	**100.0%**	**4.3%**	**$1,942,153**	**100.0%**	**3.7%**

Worldwide

	Number		% Share Worldwide	$ Value		% Share Worldwide
Air Force	80,545,332	–	48.6	25,585,610	–	49.1
Army	49,300,000	–	29.8	16,172,115	–	31.1
Navy	30,398,255	–	18.3	8,786,217	–	16.9
Marine Corps	5,419,013	–	3.3	1,536,217	–	2.9
Worldwide Totals	**165,662,600**	**–**	**100.0%**	**$52,080,159**	**–**	**100.0%**

Note: Data may not reflect actual geographic distribution of coupon redemptions because official figures reported by region may include stores actually operating overseas but reported in CONUS, and vice-versa.

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All-Service Commissary Surcharge Expense Distribution—FY85

Total surcharge sales dollars	AFCOMS $109,300,000	TSA $81,389,000	Navy $40,134,714	Marine Corps $8,067,260
% surcharge $ distributed to:				
Construction	35.0	26.7	21.7	4.6
Operating & office supplies	20.0	17.1	17.4	18.3
Utilities	10.9	11.0	21.3	23.5
Maintenance & services	15.9	11.2	15.3	23.5
Store Equipment & ADP	18.2	42.5	24.3	8.2
Total	**100.0**[1]	**108.5**[2]	**100.0**	**78.1**[3]

Notes: Details may not add to 100 percent due to rounding. Expense from transportation, linens/uniforms and other like expense items is included in data for maintenance & services. Surcharge sales dollars exclude revenue from other sources (e.g., salvage and cardboard sales and cash discounts from suppliers).

[1] Actual construction expenses totaled $97.1 million; $38.2 million from current revenue and $58.9 million from a $60 million contract authority.

[2] The difference of 8.5 percent represents obligated surcharge funds carried forward to FY85 from FY84.

[3] The difference of 21.9 percent represents unobligated balance programs in FY86 carried forward for construction.

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Commissary Sales Report

All-Service Commissary Store Rankings by ACV . . . based on FY85 Sales

Overseas stores are shown in italics. ACVs for these stores represent their share of the total combined sales of all overseas commissaries. ACVs for CONUS stores represent their share of the total combined sales of all CONUS commissaries. Accordingly, two separate rankings, one for CONUS stores and one for overseas stores, are shown for all 375 worldwide commissaries.

Parent agency or branch of service for each commissary is shown to right of store name and location.

AFCOMS–Air Force Commissary Service
NAVY–Navy Resale System
TSA–U.S. Army Troop Support Agency
USMC–U.S. Marine Corps

Data are unadjusted for number of shopping days or other factors, and are based on official but preliminary sales reports.

/a Amount is less than .01 percent.

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Rank	Store/Parent Organization	ACV
1	*Pearl Harbor, HI/Navy*	*5.63*
2	*Yongsan, Korea/TSA*	*3.76*
3	*Hickam AFB, HI/AFCOMS*	*3.21*
4	*Schofield Barracks, HI/TSA*	*3.14*
5	*Clark AB, PI/AFCOMS*	*2.96*
6	*Elmendorf AFB, AK/AFCOMS*	*2.80*
7	*Kadena AB, Okinawa/AFCOMS*	*2.38*
8	*Ft. Buchanan, PR/TSA*	*2.37*
9	*Ramstein AB, FRG/AFCOMS*	*2.19*
10	*Corozal, Panama/TSA*	*2.14*
11	*Osan AB, Korea/AFCOMS*	*1.97*
12	*Guam/Navy*	*1.97*
13	*Frankfurt, FRG/TSA*	*1.60*
14	*Andersen AFB, Guam/AFCOMS*	*1.53*
15	*Fuerth, FRG/TSA*	*1.52*
16	*Yokota AB, Japan/AFCOMS*	*1.46*
17	*Vogelweh, FRG/AFCOMS*	*1.45*
1	Ft. Belvoir, VA/TSA	1.41
2	Ft. Hood, TX/TSA	1.41
18	*RAF Lakenheath, UK/AFCOMS*	*1.41*
3	Ft. Bragg, NC/TSA	1.39
4	MacDill AFB, FL/AFCOMS	1.39
5	Ft. Bliss, TX/TSA	1.38
19	*Weisbaden FRG/TSA*	*1.37*
20	*Heidelberg, FRG/TSA*	*1.30*
21	*Kaneohe Bay, HI/USMC*	*1.30*
22	*Butler, Okinawa/AFCOMS*	*1.28*
6	Carswell AFB, TX/AFCOMS	1.23
7	Miramar, CA/Navy	1.22
8	McChord AFB, WA/AFCOMS	1.20
9	McGuire AFB, NJ/AFCOMS	$1.19
23	*Subic Bay, PI/Navy*	*1.18*
24	Mannheim, FRG/TSA	1.14
10	Ft. Lewis, WA/TSA	1.13
11	Wright-Patterson AFB, OH/AFCOMS	1.12
12	Little Creek, VA/Navy	1.08
13	Ft. Benning, GA/TSA	1.06
14	Randolph AFB, TX/AFCOMS	1.06
25	*Giessen, FRG/TSA*	*1.05*
26	*Hanau, FRG/TSA*	*1.05*
27	*Berlin (Free Zone), FRG/TSA*	*1.03*
28	*Ft. Richardson, AK/TSA*	*1.02*
15	Barksdale AFB, LA/AFCOMS	1.00
16	Andrews AFB, MD/AFCOMS	1.00
17	Lackland AFB, TX/AFCOMS	1.00
29	*Rhein Main AB, FRG/AFCOMS*	*1.00*
18	San Diego NS, CA/Navy	1.00
19	Ft. Ord, CA/TSA	.98
20	Langley AFB, VA/AFCOMS	.98
21	Nellis AFB, NV/AFCOMS	.97
22	Ft. Campbell, KY/TSA	.96
30	*Bremerhaven, FRG/TSA*	*.96*
23	Tinker AFB, OK/AFCOMS	.94
31	*Yokosuka, Japan/Navy*	*.94*
24	Ft. Sam Houston, TX/TSA	.93
25	Lowry AFB, CO/AFCOMS	.92
26	Patrick AFB, FL/AFCOMS	.90
32	*Barbers Point, HI/Navy*	*.90*
27	Ft. Carson, CO/TSA	.89
33	*RAF Upper Heyford, UK/AFCOMS*	*.89*
28	Ft. Knox, KY/TSA	.38
29	Ft. Sill, OK/TSA	.88
30	Bergstrom AFB, TX/AFCOMS	.88
34	*Eielson AFB, AK/AFCOMS*	*.88*
31	Offutt AFB, NE/AFCOMS	.87
35	*Misawa AB, Japan/AFCOMS*	*.87*
32	Cameron Station, VA/TSA	.86
36	*Augsburg, FRG/TSA*	*.86*
33	Travis AFB, CA/AFCOMS	.85
37	*Robinson Barracks, FRG/TSA*	*.85*
34	Eglin AFB, FL/AFCOMS	.84
35	Ft. Meade, MD/TSA	.83
36	Mather AFB, CA/AFCOMS	.83
37	Davis-Monthan AFB, AZ/AFCOMS	.83
38	Keesler AFB, MS/AFCOMS	.82
38	*Bitburg AB, FRG/AFCOMS*	*.82*
39	*RAF Bentwaters, UK/AFCOMS*	*.82*
39	Little Rock AFB, AR/AFCOMS	.81
40	Kirtland AFB, NM/AFCOMS	.81
40	*Baumholder, FRG/TSA*	*.81*
41	*Roosevelt Roads, PR/Navy*	*.81*
42	*Hahn AB, FRG/AFCOMS*	*.80*
43	*Ft. Wainwright, AK/TSA*	*.80*
45	*Schweinfurt, FRG/TSA*	*.77*
41	Oceana, VA/Navy	.77
42	Luke AFB, AZ/AFCOMS	.76
46	*Naples, Italy/Navy*	*.75*
43	Jacksonville, FL/Navy	.74
44	McClellan AFB, CA/AFCOMS	.73
45	Moffett Field, CA/Navy	.73
46	Ft. Gordon, GA/TSA	.72
47	Charleston AFB, SC/AFCOMS	.71
48	Peterson AFB, CO/AFCOMS	.71
47	*Taegu, Korea/TSA*	*.71*
49	Norton AFB, CA/AFCOMS	.70
50	Homestead AFB, FL/AFCOMS	.70

Continued on page 59

All-Service Commissary Store Rankings by Average Monthly $ Sales/Square Foot . . . based on FY85 Sales

Overseas stores are shown in italics but are not ranked separately from CONUS stores.

Parent agency or branch of service for each commissary is shown to right of store name and location.

AFCOMS–Air Force Commissary Service
NAVY–Navy Resale System
TSA–U.S. Army Troop Support Agency
USMC–U.S. Marine Corps

Data are unadjusted for number of shopping days, and are based on official but preliminary sales reports.

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Rank	Store/Parent Organization	Avg. Mo. Sales/SF
1	Ft. Lewis, WA/TSA	208
2	Oakland AB, CA/TSA	201
3	Ft. Jackson, SC/TSA	183
4	*Pearl Harbor, HI/Navy*	*180*
5	MacDill AFB, FL/AFCOMS	168
6	Ft. Ord, CA/TSA	164
7	Ft. Belvoir, VA/TSA	163
8	*Corozal, Panama/TSA*	*145*
9	West Point, NY/TSA	134
10	*Subic Bay, PI/Navy*	*132*
11	Ft. Bliss, TX/TSA	129
12	Ft. Carson, CO/TSA	123
13	*Mainz, FRG/TSA*	*122*
14	Moffett Field, CA/Navy	122
15	*Pusan, Korea/TSA*	*119*
16	Fitzsimons AMC, CO/TSA	118
17	Ft. Hood, TX/TSA	117
18	*Hickam AFB, HI/AFCOMS*	*114*
19	Jacksonville, FL/Navy	114
20	Ft. Campbell, KY/TSA	113
21	Langley AFB, VA/AFCOMS	112
22	*Vicenza, Italy/TSA*	*112*
23	McChord AFB, WA/AFCOMS	111
24	Nellis AFB, NV/AFCOMS	107
25	Bergstrom AFB, TX/AFCOMS	107
26	Ft. Sam Houston, TX/TSA	106
27	Oakdale ASC, PA/TSA	105
28	Barksdale AFB, LA/AFCOMS	105
29	Eglin AFB, FL/AFCOMS	105
30	Andrews AFB, MD/AFCOMS	105
31	Ft. Ritchie, MD/TSA	103
32	*Ft. Buchanan, PR/TSA*	*103*
33	Seattle, WA/Navy	102
34	Homestead AFB, FL/AFCOMS	101
35	*Clark AB, PI/AFCOMS*	*101*
36	*Yongsan, Korea/TSA*	*101*
37	*Guam/Navy*	*101*
38	Ft. Bragg, NC/TSA	100
39	Davis-Monthan AFB, AZ/AFCOMS	100
40	Tinker AFB, OK/AFCOMS	99
41	*Patch Barracks, FRG/TSA*	*99*
42	Oceana, VA/Navy	99

Continued on page 100

Air Force Commissary Coupon Redemptions—FY85

CONUS	Number	% Share CONUS	% Share Worldwide	$ Value	% Share CONUS	% Share Worldwide
California	10,301,141	13.5	12.8	3,253,719	13.3	12.7
Delta-Gulf	9,389,811	12.3	11.7	3,093,817	12.7	12.1
North Central	10,383,010	13.6	12.9	3,211,579	13.1	12.6
Northeast	10,569,589	13.8	13.1	3,362,477	13.8	13.1
Northwest	5,039,836	6.6	6.3	1,569,398	6.4	6.1
South Central	11,938,506	15.6	14.8	3,972,227	16.3	15.5
Southeast	9,050,598	11.9	11.2	2,840,778	11.6	11.1
Southwest	9,680,584	12.7	12.0	3,121,367	12.8	12.2
CONUS Totals	**76,353,075**	**100.0%**	**94.8%**	**$24,425,362**	**100.0%**	**95.5%**

Overseas	Number	% Share Overseas	% Share Worldwide	$ Value	% Share Overseas	% Share Worldwide
Alaska	546,155	13.0	.7	162,058	14.0	.6
Andersen AFB, Guam	94,207	2.6	.1	24,986	2.2	.1
Ankara, Turkey	15,528	.4	N	4,549	.4	N
Aviano AB, Italy	20,790	.5	N	5,689	.5	N
Camp New Amsterdam, NL	37,146	.9	.1	9,237	.8	N
Clark AB, PI	249,644	6.0	.3	66,469	5.7	.3
Germany Complex	838,846	20.0	1.0	216,530	18.7	.9
Greece Complex	44,894	1.1	.1	12,009	1.0	.1
Hickam AFB, HI	865,872	20.7	1.9	261,171	22.5	1.0
Incirlik, Turkey	31,466	.8	N	8,288	.7	N
Izmir, Turkey	14,224	.3	N	3,721	.3	N
Lajes Field, Azores	39,106	.9	.1	10,873	.9	N
Misawa, Japan	103,695	2.5	.1	27,621	2.4	.1
Okinawa Complex	489,943	11.7	.6	131,138	11.3	.5
Osan AB, Korea	97,991	2.3	.1	33,217	2.9	.1
San Vito, Italy	17,560	.4	N	4,584	.4	N
Spain Complex	82,129	2.0	.1	21,030	1.8	.1
UK Complex	442,427	10.6	.6	113,999	9.8	.5
Yokota AB, Japan	160,634	3.8	.2	43,078	3.7	.2
Overseas Totals	**4,192,257**	**100.0%**	**5.2%**	**$1,160,247**	**100.0%**	**4.5%**
Worldwide Totals	**80,545,332**		**100.0%**	**$25,585,609**		**100.0%**

Note: Overseas stand-alone stores are in italics. All other figures are for store complex areas. Details may not add to totals due to rounding. N = Not significant; less than one-tenth of one percent.

Continued from page 54

Rank	Store/Parent Organization	ACV
51	March AFB, CA/AFCOMS	.69
52	Scott AFB, IL/AFCOMS	.69
48	*Wuerzburg, FRG/TSA*	*.67*
53	Walter Reed AMC, DC/TSA	.67
49	*Kobbe/Howard, Panama/TSA*	*.67*
54	El Toro, CA/USMC	.66
50	*Bamberg, FRG/TSA*	*.66*
55	Long Beach, CA/Navy	.64
56	Ft. Jackson, SC/TSA	.62
57	Quantico, VA/USMC	.62
58	New London, CT/Navy	.62
59	Ft. Gillem, GA/TSA	.61
51	*Darmstadt, FRG/TSA*	*.61*
60	Redstone Arsenal, AL/TSA	.60
61	Ft. Polk, LA/TSA	.59
62	Fairchild AFB, WA/AFCOMS	.59
63	Hill AFB, UT/AFCOMS	.59
52	*RAF Alconbury, UK/AFCOMS*	*.59*
53	*Sagamihara, Japan/TSA*	*.59*
64	Orlando, FL/Navy	.59
65	Ft. Myer, VA/TSA	.58
54	*Ansbach, FRG/TSA*	*.58*
55	*Karlsruhe, FRG/TSA*	*.58*
56	*Rota, Spain/Navy*	*.58*
66	Camp Pendleton, CA/USMC	.57
57	*Chievres, Belgium/TSA*	*.57*
67	Pensacola, FL/Navy	.57
68	Bolling AFB, DC/AFCOMS	.56
58	*Patch Barracks, FRG/TSA*	*.56*
69	Tyndall AFB, FL/AFCOMS	.55
70	Ft. Eustis, VA/TSA	.54
71	Maxwell AFB, AL/AFCOMS	.54
59	*Spangdahlem AB, FRG/AFCOMS*	*.54*
72	Ft. Leavenworth, KS/TSA	.53
73	Ft. Riley, KS/TSA	.53
74	Hanscom AFB, MA/AFCOMS	.53
75	Pease AFB, NH/AFCOMS	.53
60	*Vicenza, Italy/TSA*	*.53*
61	*Guantanamo Bay, Cuba/Navy*	*.53*
76	Ft. Lee, VA/TSA	.52
77	Presidio of San Francisco, CA/TSA	.51
78	Sheppard AFB, TX/AFCOMS	.51
62	*Incirlik, Turkey/AFCOMS*	*.51*
63	*Kitzingen, FRG/TSA*	*.51*

Continued on page 73

Air Force Commissary Sales—FY85

CONUS

California Region/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	% of Store Total Meat	% of Store Total Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Beale AFB, CA	6	13,940,165	78	19	3	/a	12,802	91	.38
Castle AFB, CA	7	17,994,298	79	17	4	/a	22,760	66	.49
Edwards AFB, CA	6	12,770,117	78	17	5	+4.6	21,200	50	.35
George AFB, CA	6	13,475,708	79	17	4	+2.0	13,943	81	.37
Indian Springs Fld., NV	1	474,537	84	13	3	−4.1	1,721	23	.01
Los Angeles AFB, CA	5	11,547,161	79	16	5	+3.3	27,510	35	.32
March AFB, CA	8	25,377,176	79	16	5	+3.3	29,480	72	.69
Mather AFB, CA	8	30,456,669	77	17	6	−5.3	29,000	88	.83
McClellan AFB, CA	7	26,813,122	78	17	5	+11.1	35,000	64	.73
Nellis AFB, NV	8	35,388,719	80	15	5	+4.3	27,593	107	.97
Norton AFB, CA	8	25,472,870	79	17	4	/a	23,758	89	.70
Travis AFB, CA	8	31,093,490	77	18	5	/a	26,350	98	.85
Vandenberg AFB, CA	6	17,851,454	79	16	5	/a	23,962	62	.49
Region Totals		**$262,655,486**	**79%**	**16%**	**5%**	*	**295,079**	**$74**	**7.28%**

Delta-Gulf Region/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	% of Store Total Meat	% of Store Total Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Arnold AFB, TN	3	3,774,135	84	13	3	−4.2	8,040	39	.10
Barksdale AFB, LA	8	36,640,083	78	17	5	−0.2	29,143	105	1.00
Blytheville AFB, AR	4	7,697,614	79	17	4	−1.2	10,684	60	.21
Columbus AFB, MS	5	10,456,418	79	17	4	+0.4	16,500	53	.29
Eglin AFB, FL	8	30,621,344	78	17	5	−0.6	24,192	105	.84
England AFB, LA	6	12,693,604	78	17	5	−5.8	12,930	82	.35
Gunter AFB, AL	6	12,195,144	78	18	4	−7.4	16,160	63	.33
Hurlburt AFB, FL	5	11,787,530	80	15	5	−0.8	11,132	88	.32
Keesler AFB, MS	8	30,001,527	78	17	5	+0.1	30,689	81	.82
Little Rock AFB, AR	8	29,416,308	78	17	5	−3.1	28,616	86	.81
Maxwell AFB, AL	7	19,545,637	78	16	6	+6.0	29,400	55	.54
Moody AFB, GA	5	10,745,191	78	17	5	−0.2	16,808	53	.29
Robins AFB, GA	7	18,244,373	80	16	4	−2.0	26,522	57	.50
Tyndall AFB, FL	7	20,258,904	77	18	5	−0.9	29,385	57	.55
Region Totals		**$254,077,812**	**79%**	**17%**	**4%**	*	**290,201**	**$73**	**6.95%**

/a Less than 0.1%.

* Comparable data not available due to FY85 merger of 15 "Complex" management areas into 8 "Regions."

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:

Class 1	Up to $100,000	Class 3	$300,001–$500,000	Class 5	$750,001–$1,000,000	Class 7	$1,500,001–$2,000,000
Class 2	$100,001–$300,000	Class 4	$500,001–$750,000	Class 6	$1,000,001–$1,500,000	Class 8	Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Air Force Commissary Sales—FY85

North Central Region/AFCOMS

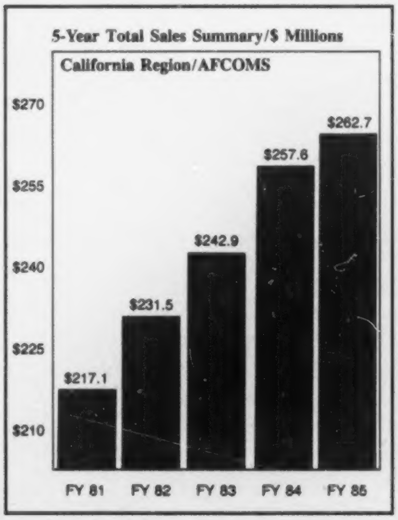
Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Calumet AFS, MI	1	318,218	91	5	4	−8.5	1,670	16	.01
Chanute AFB, IL	6	13,463,503	78	16	6	−1.2	24,690	45	.37
Ellsworth AFB, SD	6	13,158,654	80	15	5	/a	17,358	63	.36
F.E. Warren AFB, WY	5	10,494,201	79	16	5	−0.2	13,963	63	.29
Grand Forks AFB, ND	5	9,361,250	79	16	5	+0.1	15,250	51	.26
Grissom AFB, IN	4	8,734,684	80	16	4	−0.1	19,833	37	.24
K.I. Sawyer AFB, MI	5	8,794,224	77	18	5	−2.5	17,428	42	.24
McConnell AFB, KS	6	15,493,342	80	16	4	−4.0	24,054	54	.42
Minot AFB, ND	5	9,272,034	80	16	4	+0.7	12,872	60	.25
Offutt AFB, NE	8	31,674,158	80	16	4	−6.8	32,205	82	.87
Port Austin AFS, MI	1	296,567	88	10	2	−5.1	1,490	17	.01
Scott AFB, IL	8	25,312,377	77	18	5	−1.3	24,000	88	.69
Whiteman AFB, MO	5	10,112,769	81	15	4	−3.9	18,313	46	.28
Wright-Patterson AFB, OH	8	40,849,006	79	16	5	−1.3	39,750	86	1.12
Wurtsmith AFB, MI	4	8,024,571	80	17	3	/a	17,133	39	.22
Region Totals		**$205,359,558**	**81%**	**15%**	**4%**	**•**	**280,009**	**$61**	**5.62%**

/a Less than 0.1%.
/b Comparison with prior year's data not meaningful.
/c New store opened 4th qtr FY85.
/d Transferred from TSA to AFCOMS in FY85.
N.A. Totals not meaningful for comparison purposes.
• Comparable data not available due to FY85 merger of 15 "Complex" management areas into 8 "Regions."

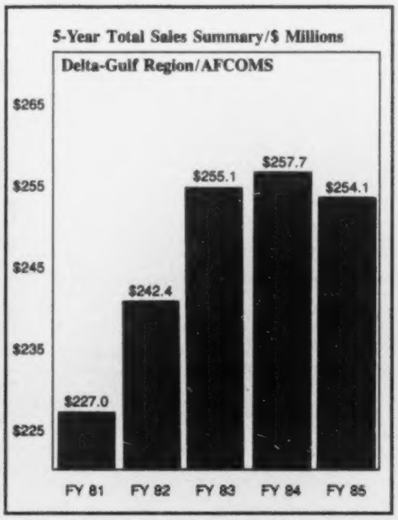
Store classes for Air Force commissaries are based upon total average monthly sales, as follows:

Class 1	Up to $100,000	Class 3	$300,001-$500,000	Class 5	$750,001-$1,000,000	Class 7	$1,500,001-$2,000,000
Class 2	$100,001-$300,000	Class 4	$500,001-$750,000	Class 6	$1,000,001-$1,500,000	Class 8	Over $2,000,000

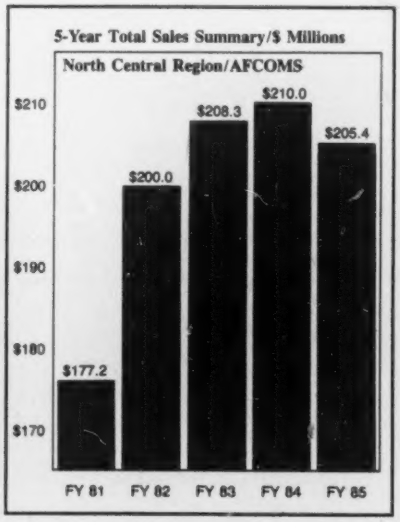
Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.


5-Year Total Sales Summary/$ Millions

California Region/AFCOMS


5-Year Total Sales Summary/$ Millions

Delta-Gulf Region/AFCOMS


5-Year Total Sales Summary/$ Millions

North Central Region/AFCOMS

Air Force Commissary Sales—FY85

It's A Fact!

Can you name the military commissary that last year posted the highest figure for average monthly sales per square feet of selling space? The answer: Army's Ft. Lewis, WA, commissary reported a figure of $208.

Northeast Region/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Andrews AFB, MD	8	36,368,128	78	17	5	−1.9	28,827	105	1.00
Bolling AFB, DC	7	20,543,008	76	18	6	+4.2	23,808	72	.56
Dover AFB, DE	7	17,860,246	79	17	4	−1.0	24,554	61	.49
Griffiss AFB, NY	6	15,312,248	80	15	5	+8.3	17,000	75	.42
Hanscom AFB, MA	7	19,275,400	79	16	5	−0.1	31,125	52	.53
Langley AFB, VA	8	35,794,310	77	17	6	−1.0	26,532	112	.98
Loring AFB, ME	4	8,052,957	81	14	5	+5.1	12,404	54	.22
McGuire AFB, NJ	8	43,460,802	79	16	5	−2.8	39,444	92	1.19
North Truro AFS, MA	1	421,984	89	8	3	−30.7	2,540	14	.01
Pease AFB, NH	7	19,248,807	82	14	4	/a	25,506	63	.53
Plattsburgh AFB, NY	5	10,593,866	81	14	5	+2.7	19,993	44	.29
Region Totals		**$226,931,756**	**80%**	**15%**	**5%**	•	**251,733**	**$75**	**6.21%**

Northwest Region/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Fairchild AFB, WA	7	21,376,372	81	14	5	−1.8	19,311	92	.59
Hill AFB, UT	7	21,431,374	79	15	6	−1.7	24,352	73	.59
Makah AFS, WA	1	315,288	83	13	4	+3.8	1,478	18	.01
Malmstrom AFB, MT	5	11,579,314	80	15	5	+0.1	17,000	57	.32
McChord AFB, WA	8	43,932,557	78	17	5	−5.4	32,979	111	1.20
Mt. Home AFB, ID	5	11,779,256	79	16	5	−0.1	15,094	65	.32
Region Totals		**$110,414,161**	**80%**	**15%**	**5%**	•	**110,214**	**$83**	**3.02%**

/a Less than 0.1%.
/b Comparison with prior year's data not meaningful.
/c New store opened 4th qtr FY85.
/d Transferred from TSA to AFCOMS in FY85.
N.A. Totals not meaningful for comparison purposes.
• Comparable data not available due to FY85 merger of 15 "Complex" management areas into 8 "Regions."

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:

Class 1	Up to $100,000	Class 3	$300,001-$500,000	Class 5	$750,001-$1,000,000	Class 7	$1,500,001-$2,000,000
Class 2	$100,001-$300,000	Class 4	$500,001-$750,000	Class 6	$1,000,001-$1,500,000	Class 8	Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Air Force Commissary Sales—FY85

South Central Region/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total: Grocery	% of Store Total: Meat	% of Store Total: Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Altus AFB, OK	5	9,180,957	80	15	5	−0.1	9,952	77	.25
Bergstrom AFB, TX	8	32,327,781	77	18	5	/a	25,196	107	.88
Brooks AFB, TX	4	6,882,727	80	16	4	−2.4	9,240	62	.19
Carswell AFB, TX	8	44,773,469	80	17	3	+4.7	50,000	75	1.23
Dyess AFB, TX	6	15,410,450	78	17	5	−1.7	18,000	71	.42
Goodfellow AFB, TX	4	7,772,168	81	15	4	−4.7	11,440	57	.21
Kelly AFB, TX	5	9,941,799	78	18	4	−1.5	15,710	53	.27
Lackland AFB, TX	8	36,492,706	77	18	5	+3.4	43,870	69	1.00
Laughlin AFB, TX	3	5,179,706	79	16	5	−3.9	12,220	35	.14
Randolph AFB, TX	8	38,832,296	76	18	6	+1.8	33,628	96	1.06
Sheppard AFB, TX	7	18,629,706	77	17	6	/a	25,000	62	.51
Tinker AFB, TX	8	34,524,131	80	16	4	−4.8	29,000	99	.94
Vance AFB, OK	3	4,836,480	78	17	5	−3.5	9,570	42	.13
Region Totals		**$264,784,247**	**78%**	**17%**	**6%**	*****	**292,826**	**$75**	**7.25%**

/a Less than 0.1%.
/b Comparison with prior year's data not meaningful.
/c New store opened 4th qtr FY85.
/d Transferred from TSA to AFCOMS in FY85.
N.A. Totals not meaningful for comparison purposes.
* Comparable data not available due to FY85 merger of 15 "Complex" management areas into 8 "Regions."

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001-$300,000
Class 3 $300,001-$500,000
Class 4 $500,001-$750,000
Class 5 $750,001-$1,000,000
Class 6 $1,000,001-$1,500,000
Class 7 $1,500,001-$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

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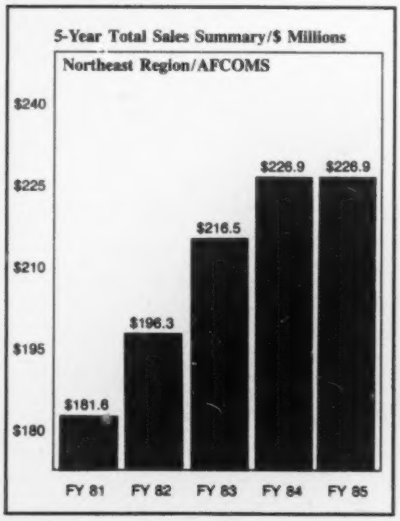
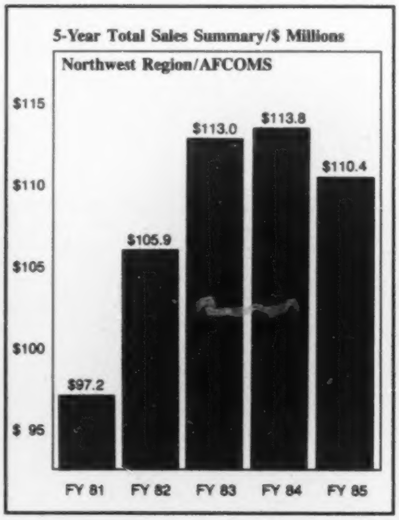
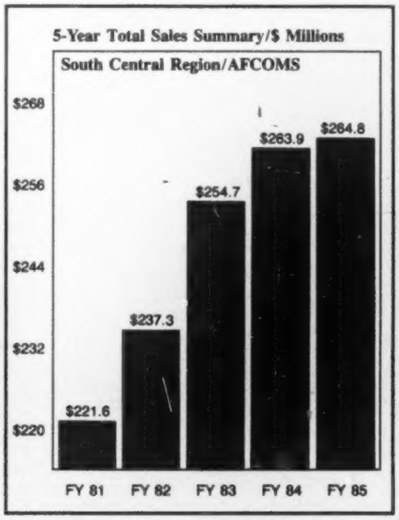

5-Year Total Sales Summary/$ Millions

Northeast Region/AFCOMS


5-Year Total Sales Summary/$ Millions

Northwest Region/AFCOMS


5-Year Total Sales Summary/$ Millions

South Central Region/AFCOMS

Air Force Commissary Sales—FY85

Southeast Region/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	% of Store Total Meat	% of Store Total Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Avon Park Range, FL	1	981,424	83	15	2	+75.5	3,012	27	.03
Charleston AFB, SC	8	25,781,394	78	18	4	−3.7	26,000	83	.71
Fort Fisher AFS, NC	1	729,039	89	10	1	−5.7	3,120	19	.02
Homestead AFB, FL	8	25,513,331	78	18	4	−3.1	20,962	101	.70
MacDill AFB, FL	8	50,879,283	80	16	4	−4.1	25,280	168	1.39
Myrtle Beach AFB, SC	5	10,470,232	78	18	4	+0.1	11,272	77	.29
Patrick AFB, FL	8	32,827,733	78	17	5	+1.4	28,137	97	.90
Seymour Johnson AFB, NC	6	15,213,108	78	18	4	−0.9	17,035	74	.42
Shaw AFB, SC	6	15,791,472	78	18	4	+4.1	15,000	88	.43
Region Totals		**$178,187,016**	**80%**	**16%**	**4%**	**•**	**149,818**	**$99**	**4.88%**

Southwest Region/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	% of Store Total Meat	% of Store Total Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Cannon AFB, NM	4	8,263,226	79	16	5	− 4.3	18,240	38	.23
Davis-Monthan AFB, AZ	8	30,456,297	78	16	6	/a	25,400	100	.83
Gila Bend AF Aux. Fld., AZ	1	383,246	83	13	4	+13.5	2,663	12	.01
Holbrook AFB, AZ	1	175,774	87	12	1	+12.3	592	25	/a
Holloman AFB, NM	6	12,814,658	80	15	5	+4.7	23,427	46	.35
Kirtland AFB, NM	8	29,631,375	81	15	4	−1.3	26,638	93	.81
Lowry AFB, CO	8	33,693,434	77	18	5	/a	35,413	79	.92
Luke AFB, AZ	8	27,688,245	80	16	4	+2.1	25,100	92	.76
Peterson AFB, CO	8	26,107,131	78	17	5	+3.1	23,144	94	.71
Reese AFB, TX	4	7,568,951	79	16	5	−1.3	16,208	39	.21
USAF Academy, CO	6	16,220,064	77	16	7	+0.1	16,238	83	.44
Williams AFB, AZ	6	17,396,734	80	16	4	+5.4	21,986	66	.48
Region Totals		**$210,399,135**	**80%**	**15%**	**5%**	**•**	**235,049**	**$75**	**5.76%**
CONUS Totals		**$1,712,809,171**	**80%**	**15%**	**5%**	**−0.3%**	**1,904,929**	**$75**	**46.88%**

/a Less than 0.1%.
/b Comparison with prior year's data not meaningful.
/c New store opened 4th qtr FY85.
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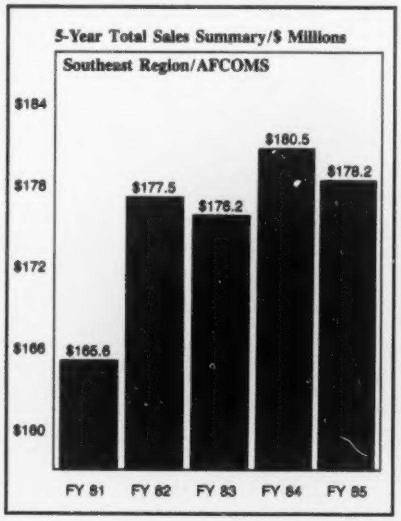
• Comparable data not available due to FY85 merger of 15 "Complex" management areas into 8 "Regions."

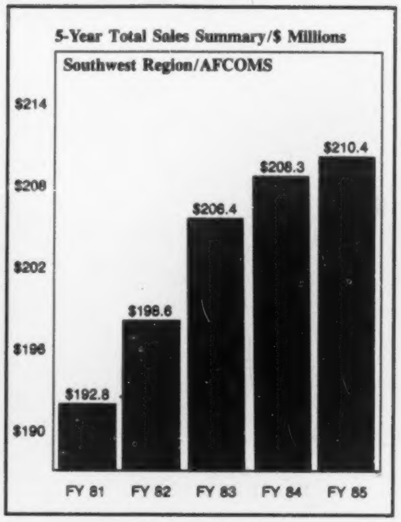
Store classes for Air Force commissaries are based upon total average monthly sales, as follows:

Class 1	Up to $100,000	Class 3	$300,001-$500,000	Class 5	$750,001-$1,000,000	Class 7	$1,500,001-$2,000,000
Class 2	$100,001-$300,000	Class 4	$500,001-$750,000	Class 6	$1,000,001-$1,500,000	Class 8	Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Air Force Commissary Sales—FY85





It's A Fact!

Do you know which are the 25 CONUS military commissaries reporting the highest FY85 total store sales? They are:

1. Ft. Bliss, TX
($50,234,415)
2. Ft. Belvoir, VA
($51,682,254)
3. Ft. Hood, TX
($51,389,189)
4. MacDill AFB, FL
($50,879,283)
5. Ft. Bragg, NC
($50,784,798)
6. Carswell AFB, TX
($44,773,469)
7. Miramar, CA
($44,618,312)
8. McChord AFB, WA
($43,932,557)
9. McGuire AFB, NJ
($43,460,802)
10. Ft. Lewis, WA
($41,444,948)
11. Wright-Patterson AFB, OH
($40,849,006)
12. Little Creek, VA
($39,615,459)
13. Randolph AFB, TX
($38,832,296)
14. Ft. Benning, GA
($38,556,256)
15. Barksdale AFB, LA
($36,640,083)
16. San Diego NS, CA
($36,553,792)
17. Lackland AFB, TX
($36,492,577)
18. Andrews AFB, MD
($36,368,128)
19. Ft. Ord, CA
($35,797,888)
20. Langley AFB, VA
($35,794,310)
21. Nellis AFB, NV
($35,388,719)
22. Ft. Campbell, KY
($34,999,036)
23. Tinker AFB, OK
($34,524,131)
24. Ft. Sam Houston, TX
($34,090,259)
25. Patrick AFB, FL
($32,827,733)

Continued from page 59

Rank	Store/Parent Organization	ACV
64	*Munich, FRG/TSA*	*.51*
79	Ft. Rucker, AL/TSA	.50
80	Ft. Leonard Wood, MO/TSA	.50
81	Robins AFB, GA/AFCOMS	.50
65	*Zweibruecken, FRG/TSA*	*.50*
82	Ft. Monmouth, NJ/TSA	.49
83	Castle AFB, CA/AFCOMS	.49
84	Vandenberg AFB, CA/ AFCOMS	.49
85	Dover AFB, DE/AFCOMS	.49
66	*Aschaffenburg, FRG/TSA*	*.49*
86	Williams AFB, AZ/AFCOMS	.48
67	*Grafenwoehr, FRG/TSA*	*.48*
68	*Sembach AB, FRG/AFCOMS*	*.47*
69	*Kinser, Okinawa/AFCOMS*	*.47*
87	Norfolk, VA/Navy	.47
88	Alameda, CA/Navy	.47
70	*Lajes Field, Azores/AFCOMS*	*.46*
71	*Mainz, FRG/TSA*	*.46*
72	*Pirmasens, FRG/TSA*	*.46*
89	Ft. Ben Harrison, IN/TSA	.45
90	Cherry Point, NC/USMC	.45
91	Ft. Huachuca, AZ/TSA	.45
73	*Heilbronn, FRG/TSA*	*.45*
92	Seattle, WA/Navy	.45
93	Memphis, TN/Navy	.45
94	Ft. Devens, MA/TSA	.44
95	USAF Academy, CO/ AFCOMS	.44
74	*Bad Kreuznach, FRG/TSA*	*.44*
75	*Holy Loch, Scotland/Navy*	*.44*
96	Ft. McClellan, AL/TSA	.43
97	Ft. Stewart, GA/TSA	.43
98	Shaw AFB, SC/AFCOMS	.43
76	*Schinnen, NL/TSA*	*.43*
99	Granite City AD, IL/TSA	.42
100	Griffiss AFB, NY/AFCOMS	.42
101	Dyess AFB, TX/AFCOMS	.42
102	Seymour Johnson AFB, NC/ AFCOMS	.42
103	McConnell AFB, KS/AFCOMS	.42
77	*Bermuda/Navy*	*.42*
104	Great Lakes, IN/Navy	.41
105	North Island, CA/Navy	.40
78	*Adak, AK/Navy*	*.40*
79	*Keflavik, Iceland/Navy*	*.40*
106	Tarawa Terrace, NC/USMC	.39
80	*Fulda, FRG/TSA*	*.39*
107	Beale AFB, CA/AFCOMS	.38
81	*Makiminato, Okinawa/ AFCOMS*	*.38*
82	*Neu Ulm, FRG/TSA*	*.38*
108	Port Hueneme, CA/Navy	.38
109	George AFB, CA/AFCOMS	.37
110	Chanute AFB, IL/AFCOMS	.37
83	*Gelnhausen, FRG/TSA*	*.37*
111	Hadnot Point, NC/USMC	.36
112	Ellsworth AFB, SD/AFCOMS	.36
113	Newport, RI/Navy	.36
114	Edwards AFB, CA/AFCOMS	.35
115	England AFB, LA/AFCOMS	.35
116	Holloman AFB, NM/AFCOMS	.35
84	*Hellenikon AB, Greece/ AFCOMS*	*.35*
85	*Aviano AB, Italy/AFCOMS*	*.35*
86	*Riyadh, Saudi Arabia/TSA*	*.35*
117	Portsmouth, VA/Navy	.35
118	Fitzsimons AMC, CO/TSA	.34
87	*Camp New Amsterdam, NL/ AFCOMS*	*.34*
88	*Kelley Barracks, FRG/TSA*	*.34*
89	*Sigonella, Italy/Navy*	*.34*
119	Gunter AFB, AL/AFCOMS	.33
90	*Ft. Gulick, Panama/TSA*	*.33*

Continued on page 74

Continued from page 73

Rank	Store/Parent Organization	ACV
120	Whidbey Island, WA/Navy	.33
121	Mayport, FL/Navy	.33
122	Aberdeen Prov. Grnds., MD/ TSA	.32
123	Los Angeles AFB, CA/ AFCOMS	.32
124	Hurlburt Field, FL/AFCOMS	.32
125	Malmstrom AFB, MT/AFCOMS	.32
126	Mt. Home AFB, ID/AFCOMS	.32
127	Bangor, WA/Navy	.32
128	Selfridge ANG, MI/TSA	.31
129	Ft. Hamilton, NY/TSA	.31
91	*RAF Greenham Common, UK/AFCOMS*	*.30*
130	Mare Island, CA/Navy	.30
92	*Iwakuni, Japan/USMC*	*.30*
131	Hunter AAF, GA/TSA	.29
132	Columbus AFB, MS/AFCOMS	.29
133	Moody AFB, GA/AFCOMS	.29
134	F.E. Warren AFB, WY/ AFCOMS	.29
135	Plattsburgh AFB, NY/ AFCOMS	.29
136	Myrtle Beach AFB, SC/ AFCOMS	.29
137	Whiteman AFB, MO/AFCOMS	.28
93	*Pusan, Korea/TSA*	*.28*
138	Charleston NS, SC/Navy	.28
139	New Orleans, LA/Navy	.28
140	Carlisle Barracks, PA/TSA	.27
141	Kelly AFB, TX/AFCOMS	.27
94	*San Vito AS, Italy/AFCOMS*	*.27*
95	*Wildflecken, FRG/TSA*	*.27*

Continued on page 116

It's A Fact!

Do you know which are the 20 *overseas* military commissaries reporting the highest FY85 total store sales? They are:

1. Pearl Harbor, HI *($53,167,921)*
2. Yongsan, Korea *($35,537,102)*
3. Hickam AFB, HI *($30,349,271)*
4. Schofield Barracks, HI *($29,618,591)*
5. Clark AB, PI *($27,972,028)*
6. Elmendorf AFB, AK *($26,447,020)*
7. Kadena AB, Japan *($22,423,400)*
8. Ramstein AB, FRG *($20,657,354)*
9. Corozal, Panama *($20,163,431)*
10. Guam *($18,626,933)*
11. Osan AB, Korea *($18,588,562)*
12. Frankfurt, FRG *($15,101,011)*
13. Andersen AFB, Guam *($14,486,180)*
14. Feurth, FRG *($14,390,656)*
15. Yokota AB, Japan *($13,740,911)*
16. Vogelweh, FRG *($13,655,125)*
17. RAF Lakenheath, UK *($13,315,665)*
18. Weisbaden, FRG *($12,904,305)*
19. Heidelberg, FRG *($12,262,201)*
20. Kaneohe Bay, HI *($12,252,941)*

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Air Force Commissary Sales—FY85 OVERSEAS

Alaska Stores/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Eielson AFB, AK	4	8,347,462	80	15	5	+6.6	9,130	76	.88
Elmendorf AFB, AK	8	26,447,020	76	19	5	−5.3	31,129	71	2.80
Totals		**$34,794,482**	**78%**	**17%**	**5%**	**−2.6%**	**40,259**	**$72**	**3.69%**

Central European Complex/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Bitburg AB, FRG	4	7,780,944	83	12	5	+3.2	13,877	47	.82
Hahn AB, FRG	4	7,547,904	85	11	4	+0.9	10,312	61	.80
Hessisch-Oldendorf, FRG	1	1,023,906	96	0	4	−1.0	3,173	27	.11
Oslo, Norway	1	775,288	89	4	7	+3.5	2,571	25	.08
Preum AS, FRG	1	418,703	100	0	0	+0.8	4,409	8	.04
Ramstein AB, FRG	7	20,657,354	81	13	6	+1.6	24,616	70	2.19
Rhein Main AB, FRG	5	9,410,170	83	13	4	+0.2	15,300	51	1.00
Sembach AB, FRG	3	4,416,563	81	13	6	−0.1	8,352	44	.47
Spangdahlem AB, FRG	3	5,071,045	84	12	4	+3.8	7,664	55	.54
Trier HA, FRG	1	138,901	100	0	0	+8.6	3,348	3	.01
Vogelweh, FRG	6	13,655,125	81	14	5	−2.6	17,349	66	1.45
Complex Totals		**$70,895,903**	**86%**	**10%**	**4%**	**/b**	**110,971**	**$53**	**7.51%**

/b Comparison with prior year's data not meaningful because Complex was created in FY 85 from merger of 3 separate regions.

Greece Complex/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Hellenikon AB	2	3,278,017	88	8	4	−8.2	8,395	33	.35
Hellenikon Branch	1	1,349,795	95	0	5	+31.7	2,653	42	.14
Iraklion AS (Crete)	2	1,735,313	86	8	6	+3.1	4,206	34	.18
Complex Totals		**$6,363,125**	**87%**	**8%**	**5%**	**+3.1%**	**15,254**	**$35**	**.67%**

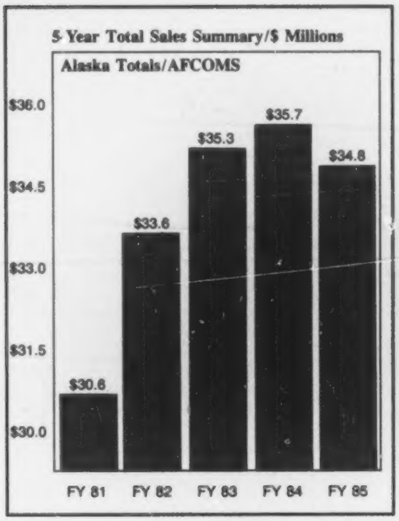
/a Less than 0.1%.
/b Comparison with prior year's data not meaningful.
/c New store opened 4th qtr FY85.
/d Transferred from TSA to AFCOMS in FY85.
N.A. Totals not meaningful for comparison purposes.
- Comparable data not available due to FY85 merger of 15 "Complex" management areas into 8 "Regions."

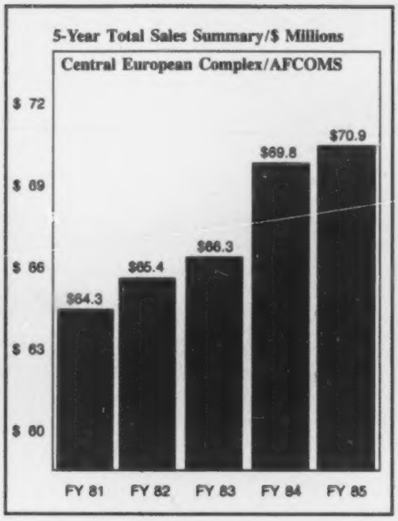
Store classes for Air Force commissaries are based upon total average monthly sales, as follows:

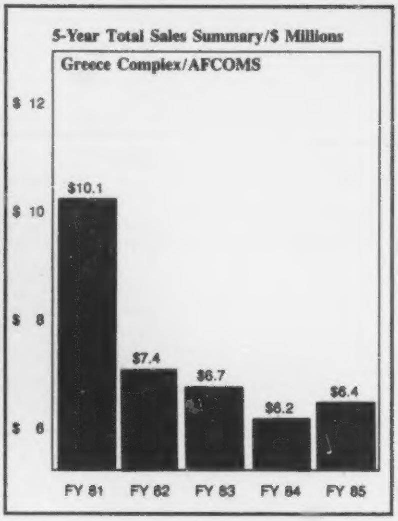
Class 1 Up to $100,000	Class 3 $300,001-$500,000	Class 5 $750,001-$1,000,000	Class 7 $1,500,001-$2,000,000
Class 2 $100,001-$300,000	Class 4 $500,001-$750,000	Class 6 $1,000,001-$1,500,000	Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Air Force Commissary Sales—FY85







Okinawa Complex/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total: Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Butler	5	12,122,135	81	13	6	+6.5	16,100	63	1.28
Kadena AB	7	22,423,400	79	14	7	+6.6	29,225	64	2.38
Kinser	3	4,420,147	100	0	0	+3.3	0	0	.47
Makiminato	2	3,593,010	81	14	5	+1.8	8,412	36	.38
Complex Totals		**$42,558,692**	**82%**	**12%**	**6%**	**+6.2%**	**53,737**	**$66**	**4.51%**

Spain Complex/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total: Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Royal Oaks HA	1	565,238	95	0	5	−5.6	1,315	36	.06
Torrejon AB	4	7,598,446	86	10	4	−3.4	15,893	40	.80
Zaragoza	2	2,200,162	87	9	4	−0.7	5,384	34	.23
Complex Totals		**$10,363,846**	**87%**	**9%**	**4%**	**−3.0%**	**22,592**	**$38**	**1.10%**

/a Less than 0.1%.
/b Comparison with prior year's data not meaningful.
/c New store opened 4th qtr FY85.
/d Transferred from TSA to AFCOMS in FY85.
N.A. Totals not meaningful for comparison purposes.
* Comparable data not available due to FY85 merger of 15 "Complex" management areas into 8 "Regions."

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:

Class 1	Up to $100,000	Class 3	$300,001-$500,000	Class 5	$750,001-$1,000,000	Class 7	$1,500,001-$2,000,000
Class 2	$100,001-$300,000	Class 4	$500,001-$750,000	Class 6	$1,000,001-$1,500,000	Class 8	Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Air Force Commissary Sales—FY85

It's A Fact!

Do you know how many military commissaries there were in operation worldwide in FY85? The answer: 375.

United Kingdom Complex/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total: Grocery	% of Store Total: Meat	% of Store Total: Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
RAF Alconbury	3	5,526,209	78	17	5	−3.3	10,000	46	.59
RAF Bentwaters	4	7,745,915	79	15	6	−2.9	12,979	50	.82
RAF Burtonwood /c	1	32,530	100	0	0	.0	1,127	2	/a
RAF Chicksands	2	2,261,620	82	14	4	−4.6	4,725	40	.24
RAF Fairford	2	2,433,704	79	16	5	.7	5,421	37	.26
RAF Greenham Common	2	2,789,813	81	14	5	+4.1	7,213	32	.30
RAF Lakenheath	6	13,315,665	81	15	4	−4.3	13,320	83	1.41
RAF Menwith Hill /d	2	1,488,595	77	18	5	−6.0	2,926	42	.16
RAF Sculthorpe	1	146,480	100	0	0	−62.6	3,148	4	.02
RAF Upper Heyford	4	8,357,470	79	17	4	−6.1	12,624	55	.89
RAF Wethersfield	1	876,403	78	17	5	−9.8	3,945	19	.09
Complex Totals		**$44,974,404**	**79%**	**16%**	**5%**	**−0.1%**	**77,428**	**$48**	**4.76%**

/a Less than 0.1%.
/b Comparison with prior year's data not meaningful.
/c New store opened 4th qtr FY85.
/d Transferred from TSA to AFCOMS in FY85.
N.A. Totals not meaningful for comparison purposes.
* Comparable data not available due to FY85 merger of 15 "Complex" management areas into 8 "Regions."

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:

Class	Sales	Class	Sales	Class	Sales	Class	Sales
Class 1	Up to $100,000	Class 3	$300,001-$500,000	Class 5	$750,001-$1,000,000	Class 7	$1,500,001-$2,000,000
Class 2	$100,001-$300,000	Class 4	$500,001-$750,000	Class 6	$1,000,001-$1,500,000	Class 8	Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

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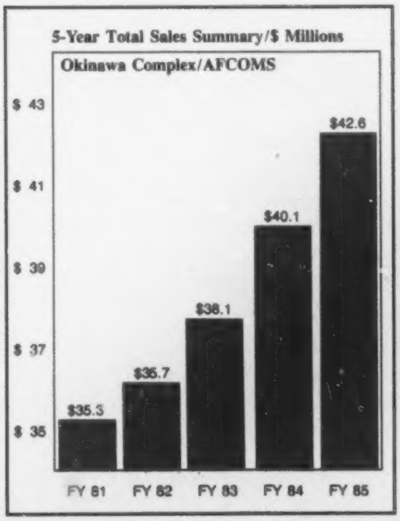
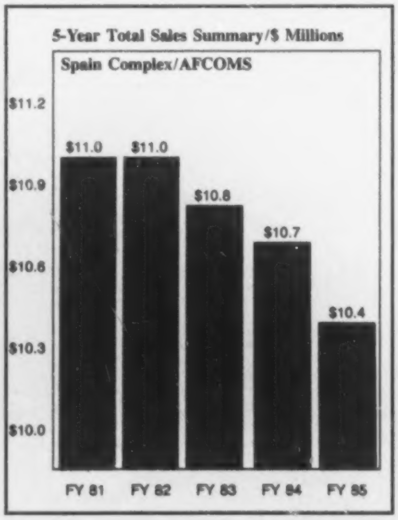
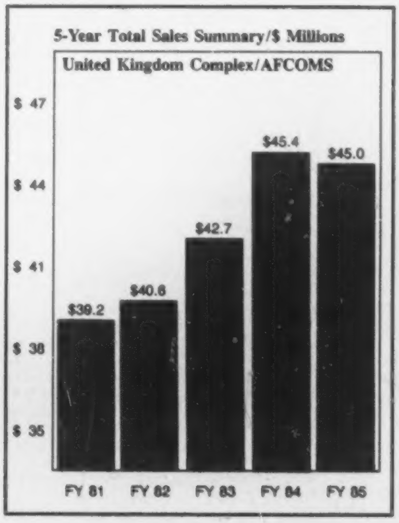

5-Year Total Sales Summary/$ Millions


5-Year Total Sales Summary/$ Millions


5-Year Total Sales Summary/$ Millions

Air Force Commissary Sales—FY85

Non-Complex Stores Overseas/AFCOMS

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	% of Store Total Meat	% of Store Total Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Anderson AFB, Guam	6	14,486,180	78	15	7	−1.4	15,300	79	1.53
Ankara, Turkey	2	1,879,194	89	7	7	+10.7	10,856	14	.20
Aviano AB, Italy	2	3,336,122	85	10	5	−0.3	6,840	41	.35
Camp New Amsterdam, NL	2	3,235,440	82	13	5	−2.6	10,579	25	.34
Clark AB, PI	8	27,972,028	81	12	7	+2.5	23,128	101	2.96
Hickam AFB, HI	8	30,349,271	76	17	7	−2.4	22,144	114	3.21
Incirlik, Turkey	3	4,803,193	88	8	4	+16.6	8,192	49	.51
Izmir, Turkey	2	2,103,057	90	7	3	+6.1	5,220	34	.22
Lajes Field, Azores	3	4,357,463	88	8	4	+3.8	6,354	57	.46
Misawa AB, Japan	4	8,222,838	80	14	6	+15.5	21,151	32	.87
Osan AB, Korea	7	18,588,562	76	20	4	−3.0	20,250	77	1.97
San Vito AS, Italy	2	2,576,693	86	9	5	+1.5	6,270	34	.27
Yokota AB, Japan	4	13,740,911	80	17	3	+2.5	14,490	79	1.46
Non-Complex Stores' Totals		**$135,650,952**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**170,774**	**$66**	**14.37%**
Overseas AFCOMS Totals		**$345,601,404**	**83%**	**12%**	**5%**	**+1.2%**	**491,015**	**$59**	**36.61%**
Worldwide AFCOMS Totals		**$2,058,410,575**	**81%**	**14%**	**5%**	**−0.1%**	**2,395,944**	**$72**	**44.77%**

/a Less than 0.1%.
/b Comparison with prior year's data not meaningful.
/c New store opened 4th qtr FY85.
/d Transferred from TSA to AFCOMS in FY85.
N.A. Totals not meaningful for comparison purposes.
* Comparable data not available due to FY85 merger of 15 "Complex" management areas into 8 "Regions."

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $100,000	Class 3 $300,001-$500,000	Class 5 $750,001-$1,000,000	Class 7 $1,500,001-$2,000,000
Class 2 $100,001-$300,000	Class 4 $500,001-$750,000	Class 6 $1,000,001-$1,500,000	Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

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It's A Fact!

Military commissaries have a unique mission. They operate in almost every corner of the globe to bring a "taste of home" to military personnel and other authorized patrons. In fact, as of September 30, 1985, commissaries were in operation in 25 overseas areas. Can you name them? They are:

1. Alaska
2. Australia
3. Azores
4. Belgium
5. Bermuda
6. Canada
7. Cuba
8. Egypt
9. Germany (includes Berlin Free Zone)
10. Greece
11. Guam
12. Hawaii
13. Iceland
14. Italy
15. Japan
16. Korea
17. The Netherlands
18. Norway
19. Panama
20. The Philippines
21. Puerto Rico
22. Saudi ARabia
23. Spain
24. Turkey
25. United Kingdom

Army Commissary Sales—FY85

Midwest Region/TSA

Store	Store Class	Total Store $ Sales	% of Store Total: Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Ft. Ben Harrison, IN	6	16,257,714	80	15	5	+3.8	16,336	83	.45
Ft. Bliss, TX	8	50,234,415	81	15	4	−0.5	32,538	129	1.38
Ft. Carson, CO	8	32,353,304	81	15	4	−0.8	21,864	123	.89
Fitzsimons AMC, CO	6	12,290,372	82	13	5	−3.8	8,712	118	.34
Granite City AD, IL	6	15,170,238	84	13	3	−2.6	20,789	61	.42
Ft. Hood, TX	8	51,389,189	81	15	4	−0.9	36,551	117	1.41
Ft. Leavenworth, KS	7	19,325,163	83	13	4	+1.6	18,437	87	.53
Ft. Leonard Wood, MO	7	18,379,958	84	11	4	−1.1	18,512	83	.50
Ft. Polk, LA	7	21,721,365	82	14	4	+1.6	19,642	92	.59
Ft. Riley, KS	7	19,305,367	83	14	3	−0.6	23,500	68	.53
Rock Island, IL	3	3,891,848	85	12	3	−3.8	6,944	47	.11
Ft. Sam Houston, TX	8	34,090,259	82	14	4	+5.1	26,904	106	.93
Selfridge AnG, MI	5	11,231,305	85	12	3	−1.9	9,687	97	.31
Ft. Sheridan, IL	4	7,612,005	87	9	4	−1.5	8,698	73	.21
Ft. Sill, OK	8	32,149,204	81	15	4	+2.3	32,951	81	.88
White Sands, NM	3	3,601,566	82	14	4	−2.5	6,768	44	.10
Region Totals		**$349,003,272**	**82%**	**14%**	**4%**	**+0.2%**	**308,833**	**$94**	**9.55%**

/a Less than 0.1%.
N.C. No change.
N.A. Totals not meaningful for comparison purposes.

Store classes for Army commissaries are based upon total average monthly sales, as follows:

Class 1	Up to $100,000
Class 2	$100,001-$300,000
Class 3	$300,001-$500,000
Class 4	$500,001-$750,000
Class 5	$750,001-$1,000,000
Class 6	$1,000,001-$1,500,000
Class 7	$1,500,001-$2,000,000
Class 8	Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

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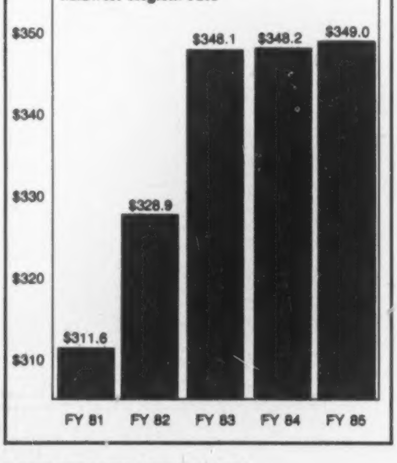

It's A Fact!

Many commissaries reported total store sales declines in FY85. Can you name the ten CONUS commissaries that reported the greatest total store sales declines? They are:

1. North Truro AFS, MA (*−30.7*)
2. Lexington, KY (*−17.3*)
3. Oakdale ASC, PA (*−13.7*)
4. Calumet AFS, MI (*−8.5*)
5. Gunter AFB, AL (*−7.4*)
6. Offutt AFB, NE (*−6.8*)
7. England AFB, LA (*−5.8*)
8. Fort Fisher AFS, NC (*−5.7*)
9. McChord AFB, WA (*−5.4*)
10. Mather AFB, CA (*−5.3*)

Army Commissary Sales—FY85

Northeast Region/TSA

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Aberdeen Prov. Grnds., MD	5	11,819,195	84	12	4	+0.5	14,229	69	.32
ARDC (Picatinny), PA	2	2,701,203	84	12	4	+9.4	6,400	35	.07
Ft. Belvoir, VA	8	51,682,254	79	16	5	+7.3	26,385	163	1.41
Cameron Station, VA	8	31,285,390	80	14	6	+1.9	31,616	82	.86
Carlisle Barracks, PA	5	9,773,753	83	13	4	−1.9	12,072	67	.27
Ft. Devens, MA	6	16,049,688	83	13	4	−3.4	14,705	91	.44
Ft. Drum, NY	3	4,822,804	82	14	4	+9.7	4,347	92	.13
Edgewood Arsenal, MD	3	5,900,831	84	12	4	−4.1	11,658	42	.16
Ft. Hamilton, NY	5	11,220,786	86	10	4	+8.8	11,400	82	.31
Ft. McNair, DC	4	6,868,961	81	14	5	−2.6	12,911	44	.19
Ft. Meade, MD	8	30,410,865	82	14	4	+1.1	27,178	93	.83
Ft. Monmouth, NJ	6	18,069,450	83	12	5	−0.4	24,064	63	.49
Ft. Myer, VA	7	21,338,273	81	15	4	+1.0	19,050	93	.58
New Cumberland, PA	4	6,388,313	88	10	2	+0.5	16,490	32	.17
Oakdale ASC, PA	4	7,523,892	85	12	3	−13.7	6,000	105	.21
Ft. Ritchie, MD	4	6,793,122	83	13	4	−2.8	5,500	103	.19
Seneca AD, NY	2	2,658,333	83	14	3	+6.8	3,866	57	.07
Stewart ASE, NY	3	4,116,543	82	14	4	−0.8	5,900	58	.15
Tobyhanna AD, PA	3	5,522,935	88	9	3	−2.9	9,000	51	.15
Vint Hill Farms, VA	4	7,810,275	80	16	4	−0.9	8,088	80	.21
Walter Reed AMC, DC	8	24,555,665	80	16	4	−2.5	25,858	79	.67
West Point, NY	4	8,751,288	78	16	6	−0.8	5,450	134	.24
Region Totals		**$296,063,819**	**82%**	**14%**	**4%**	**+1.0%**	**302,167**	**$82**	**8.10%**

/a Less than 0.1%.
N.C. No change.
N.A. Totals not meaningful for comparison purposes.

Store classes for Army commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001-$300,000
Class 3 $300,001-$500,000
Class 4 $500,001-$750,000
Class 5 $750,001-$1,000,000
Class 6 $1,000,001-$1,500,000
Class 7 $1,500,001-$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

® *Interservice.*

It's A Fact!

Can you name the ten CONUS military commissaries that last year reported the highest average monthly dollar sales per square feet of selling space? They are:

1. Ft. Lewis, WA (*$208*)
2. Oakland AB, CA (*$201*)
3. Ft. Jackson, SC (*$183*)
4. MacDill AFB, FL (*$168*)
5. Ft. Ord, CA (*$164*)
6. Ft. Belvoir, VA (*$163*)
7. West Point, NY (*$134*)
8. Ft. Bliss, TX (*$129*)
9. Ft. Carson, CO (*$123*)
10. Moffett Field, CA (*$122*)

Army Commissary Coupon Redemptions—FY85

CONUS

Region	Number	% Share CONUS	% Share Worldwide	$ Value	% Share CONUS	% Share Worldwide
Midwest	13,500,000	28.7	27.4	4,596,314	29.5	28.4
Northeast	13,300,000	28.3	27.0	4,333,975	27.8	26.8
Southeast	15,000,000	31.9	30.4	4,951,561	31.8	30.6
Western	5,200,000	11.1	10.6	1,696,416	10.9	10.5
CONUS Totals	**47,000,000**	**100.0%**	**95.4%**	**$15,578,266**	**100.0%**	**96.3%**

Overseas

Region	Number	% Share Overseas	% Share Worldwide	$ Value	% Share Overseas	% Share Worldwide
Europe	2,300,000	100.0	4.6	593,849	100.0	3.7
Overseas Totals	**2,300,000**	**100.0%**	**4.6%**	**$593,849**	**100.0%**	**3.7%**
Worldwide Totals	**49,300,000**	–	**100.0%**	**$16,172,115**	–	**100.0%**

Note: Data reported for Army commissaries do not reflect actual geographic distribution of coupon redemptions because official figures are reported by Region, with many stores in certain Regions actually operating overseas but reported in CONUS data, and vice-versa.

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We salute your good taste in participating in Sunshine's "Patron Savings Program" by offering your customers the good taste, and good value of Sunshine cookies and crackers.

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WHERE TASTE IS EVERYTHING.

Army Commissary Sales—FY85

Southeast Region/TSA

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Ft. Benning, GA	8	38,556,256	81	14	4	+0.7	32,729	98	1.06
Ft. Bragg, NC	8	50,784,798	81	16	3	−1.1	42,134	100	1.39
Ft. Campbell, KY	8	34,999,036	81	16	3	+5.2	25,770	113	.96
Ft. Eustis, VA	7	19,719,741	82	14	4	+2.1	23,669	69	.54
Ft. Gillem, GA	7	22,235,360	83	14	3	N.C.	22,156	84	.61
Ft. Gordon, GA	8	26,408,190	80	15	5	+1.1	22,712	97	.72
Hunter AAF, GA	5	10,681,564	81	14	4	−0.9	17,500	51	.29
Ft. Jackson, SC	7	22,576,681	82	13	5	+0.4	10,280	183	.62
Ft. Knox, KY	8	32,000,849	81	15	4	+2.6	31,025	86	.88
Ft. Lee, VA	7	18,990,900	80	15	5	−1.0	25,240	63	.52
Lexington, KY	2	2,548,344	91	6	3	−17.3	3,081	69	.07
Ft. McClellan, AL	6	15,617,922	83	13	4	−4.0	15,286	85	.43
Ft. McPherson, GA	3	5,604,309	83	13	4	−0.3	8,100	58	.15
Camp Merrill, GA	1	337,811	89	9	2	−0.7	1,416	20	.01
Ft. Monroe, VA	4	7,567,859	82	14	4	+1.3	8,049	78	.21
Redstone Arsenal, AL	7	21,886,501	81	14	5	N.C.	21,279	86	.60
Richmond DGSC, VA	3	5,290,997	81	14	4	−0.9	12,586	35	.14
Ft. Rucker, AL	7	18,174,534	84	12	4	+3.3	17,200	88	.50
Ft. Stewart, GA	6	15,696,719	80	16	4	+2.6	27,953	47	.43
Region Totals*		**$369,678,371**	**81%**	**15%**	**4%**	**+0.7%**	**368,165**	**$84**	**10.12%**

* Excludes sales for Ft. Buchanan, PR, which are reported in overseas data.

/a Less than 0.1%.
N.C. No change.
N.A. Totals not meaningful for comparison purposes.

Store classes for Army commissaries are based upon total average monthly sales, as follows:

Class	Sales	Class	Sales	Class	Sales	Class	Sales
Class 1	Up to $100,000	Class 3	$300,001-$500,000	Class 5	$750,001-$1,000,000	Class 7	$1,500,001-$2,000,000
Class 2	$100,001-$300,000	Class 4	$500,001-$750,000	Class 6	$1,000,001-$1,500,000	Class 8	Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

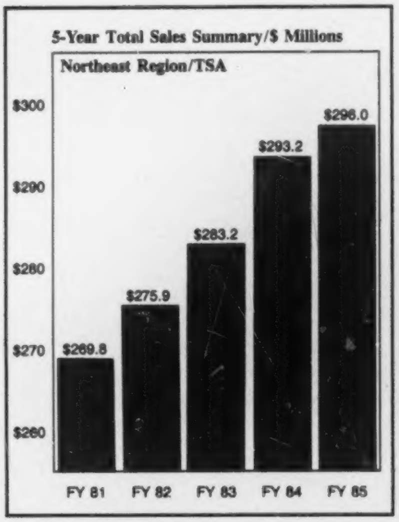
© *Interservice.*

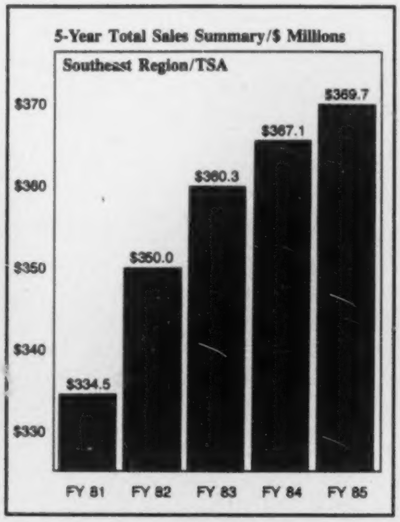
It's A Fact!

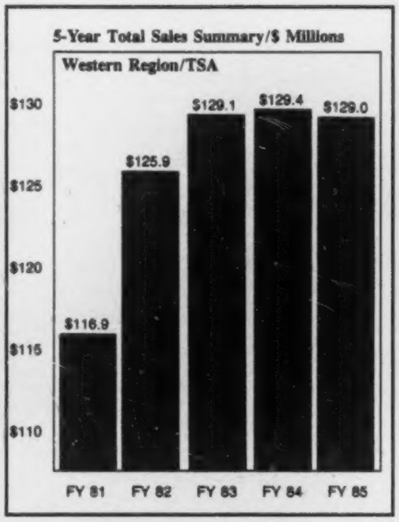
Can you name the ten (okay, 11—because three stores tied) overseas military commissaries that last year reported the highest average monthly dollar sales per square feet of selling space? They are:

1. Pearl Harbor, HI (*$180*)
2. Corozal, Panama (*$145*)
3. Subic Bay, PI (*$132*)
4. Mainz, FRG (*$122*)
5. Pusan, Korea (*$119*)
6. Hickam AFB, HI (*$114*)
7. Vicenza, Italy (*$112*)
8. Ft. Buchanan, PR (*$103*)
9. Clark AB, Korea (*$101*)
10. Guam (*$101*)
11. Yongsan, Korea (*$101*)

Army Commissary Sales—FY85







Western Region/TSA

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Dugway Prov. Grnds., UT	2	1,741,093	85	10	5	−1.4	7,056	21	.05
Ft. Huachuca, AZ	6	16,299,328	80	16	4	+0.6	20,008	68	.45
Ft. Irwin, CA	3	3,992,233	81	14	5	+10.1	5,554	60	.11
Ft. Lewis, WA	8	41,449,948	82	14	4	−0.2	16,605	208	1.13
Oakland AB, CA	4	7,406,774	83	14	3	−4.5	3,072	201	.20
Ft. Ord, CA	8	35,797,888	82	14	4	+1.0	18,190	164	.98
Presidio of S.F., CA	7	18,596,719	77	16	7	−3.5	23,264	67	.51
Sierra AD, CA	2	2,009,925	84	13	3	−3.4	4,500	37	.06
Yuma Prov. Grnds., AZ	2	1,746,070	85	11	4	−0.7	8,436	17	.05
Region Totals*		**$129,034,978**	**81%**	**15%**	**4%**	**+0.3%**	**106,685**	**$101**	**3.53%**
CONUS TSA Totals		**$1,143,780,440**	**82%**	**13%**	**5%**	**+0.5%**	**1,085,850**	**$88**	**31.31%**

* Excludes sales for Forts Richardson, Greely and Wainwright, AK, and Schofield Barracks, HI, which are reported in overseas data.

/a Less than 0.1%.
N.C. No change.
N.A. Totals not meaningful for comparison purposes.

Store classes for Army commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $100,000	Class 3 $300,001-$500,000	Class 5 $750,001-$1,000,000	Class 7 $1,500,001-$2,000,000
Class 2 $100,001-$300,000	Class 4 $500,001-$750,000	Class 6 $1,000,001-$1,500,000	Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

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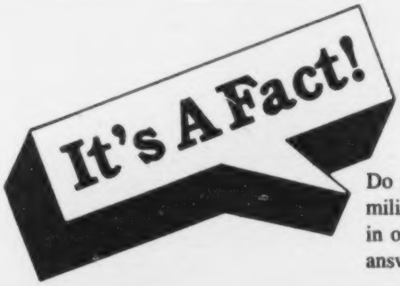
Do you know how many CONUS military commissaries there were in operation in FY85? The answer: 230.

Army Commissary Sales—FY85 OVERSEAS

Midwest Region/Panama—TSA

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Corozal	7	20,163,431	84	12	4	+31.7	11,564	145	2.14
Ft. Gulick	2	3,147,451	81	14	5	−38.3	5,200	50	.33
Kobbe/Howard	4	6,340,448	83	13	4	+38.5	5,400	98	.67
Panama Totals		**$29,651,330**	**83%**	**12%**	**5%**	**+18.7%**	**22,164**	**$111**	**3.14%**



Do you know how many overseas military commissaries there were in operation in FY85? The answer: 145.

Southeast Region/Puerto Rico—TSA

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Ft. Buchanan	7	$22,378,775	96%	0%	4	**−10.0%**	**18,084**	**$103**	**2.37%**

Western Region/Alaska, Hawaii & Korea—TSA

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Ft. Greely, AK	2	2,090,768	79	16	5	−2.6	6,290	28	.22
Pusan, Korea	2	2,603,484	88	7	5	−5.2	1,822	119	.28
Ft. Richardson, AK	5	9,614,017	82	13	5	−0.8	15,713	51	1.02
Sagamihara, Japan	3	5,586,591	85	11	4	−13.8	16,792	28	.59
Schofield Barracks, HI	8	29,618,591	81	13	6	−1.8	31,452	78	3.14
Taegu, Korea	4	6,741,489	86	9	5	−8.5	5,900	95	.71
Ft. Wainwright, AK	4	7,541,636	80	15	5	+0.9	8,066	78	.80
Yongsan, Korea	8	35,537,102	85	10	5	−9.7	29,387	101	3.76
Western (Overseas) Totals		**$99,333,678**	**83%**	**12%**	**5%**	**−5.8%**	**115,422**	**$72**	**10.52%**

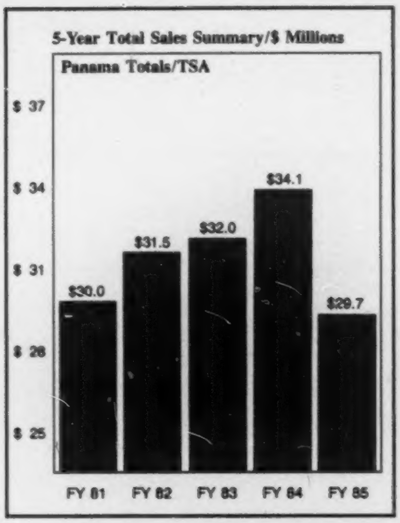
/a Less than 0.1%.
N.C. No change.
N.A. Totals not meaningful for comparison purposes.

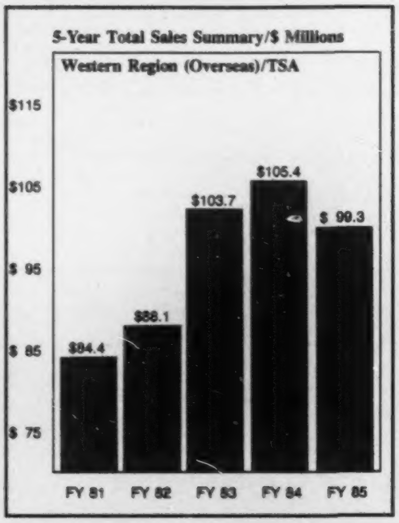
Store classes for Army commissaries are based upon total average monthly sales, as follows:

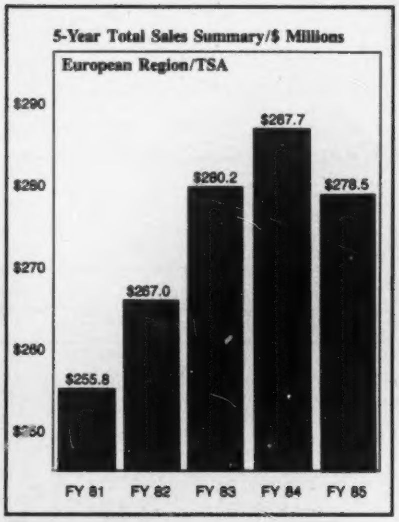
Class 1 Up to $100,000	Class 3 $300,001-$500,000	Class 5 $750,001-$1,000,000	Class 7 $1,500,001-$2,000,000
Class 2 $100,001-$300,000	Class 4 $500,001-$750,000	Class 6 $1,000,001-$1,500,000	Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Army Commissary Sales—FY85







European Region/TSA

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Amberg, FRG	2	1,213,602	89	7	4	−11.4	2,640	38	.13
Ansbach, FRG	3	5,498,182	85	11	4	−8.1	11,961	38	.58
Aschaffenburg, FRG	3	4,617,068	86	10	4	−4.6	10,881	35	.49
Augsburg, FRG	4	8,106,095	86	10	4	+1.9	9,749	69	.86
Bad Aibling, FRG	1	777,437	87	8	5	+10.6	4,310	15	.08
Bad Hersfeld, FRG	1	1,145,620	88	8	4	−9.1	3,390	28	.12
Bad Kissingen, FRG	2	1,518,556	87	9	4	−3.6	2,347	54	.16
Bad Kreuznach, FRG	3	4,153,712	86	10	4	+13.2	10,937	32	.44
Bad Nauheim, FRG	2	2,372,624	86	10	4	−0.4	6,176	32	.25
Bad Toelz, FRG	1	992,655	83	11	6	−3.9	4,572	18	.11
Bamberg, FRG	4	6,198,900	86	10	4	+2.0	9,332	55	.66
Baumholder, FRG	4	7,631,768	85	10	5	−3.6	14,055	45	.81
Berchtesgaden, FRG	1	1,131,715	84	15	1	−12.0	2,296	41	.12
Berlin (Free Zone), FRG	5	9,717,123	82	11	7	−1.7	17,352	47	1.03
Bindlach, FRG	1	987,854	89	7	4	−12.5	2,240	37	.10
Bremerhaven, FRG	5	9,109,046	87	10	3	−1.2	19,152	40	.96
Cairo, Egypt	2	1,587,268	95	0	5	−0.8	4,476	30	.17
Chievres, Belgium	3	5,371,224	84	11	5	+1.8	10,609	42	.57
Crailsheim, FRG	1	837,999	85	10	5	−25.1	2,390	29	.09
Darmstadt, FRG	3	5,767,075	86	11	3	−5.5	15,341	31	.61

Europe Region/TSA continued on page 94

/a Less than 0.1%.
N.C. No change.
N.A. Totals not meaningful for comparison purposes.

Store classes for Army commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $100,000	Class 3 $300,001-$500,000	Class 5 $750,001-$1,000,000	Class 7 $1,500,001-$2,000,000
Class 2 $100,001-$300,000	Class 4 $500,001-$750,000	Class 6 $1,000,001-$1,500,000	Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Europe Region/TSA continued from page 92

Dhahran, Saudi Arabia	2	1,600,462	91	0	9	−21.6	4,960	27	.17
Erlangen, FRG	2	1,908,742	89	8	3	+2.4	2,140	74	.20
Frankfurt, FRG	6	15,101,011	84	11	5	−4.0	19,291	65	1.60
Fuerth, FRG	6	14,390,336	85	11	4	+1.9	15,378	78	1.52
Fulda, FRG	3	3,709,053	85	12	3	−4.0	6,718	46	.39
Garmisch, FRG	1	946,404	85	9	6	−13.4	3,315	24	.10
Gelnhausen, FRG	2	3,531,374	88	8	4	+11.2	9,071	32	.37
Giessen, FRG	5	9,875,060	86	10	4	/a	20,123	41	1.05
Goeppingen, FRG	2	1,864,907	87	8	5	+6.6	2,547	61	.20
Grafenwoehr, FRG	3	4,506,944	85	10	5	−6.6	8,403	45	.48
Hanau, FRG	5	9,888,528	87	9	4	−6.3	11,147	74	1.05
Heidelberg, FRG	6	12,262,201	83	12	5	−3.4	18,910	54	1.30
Heilbronn, FRG	3	4,232,386	84	11	5	−0.2	9,328	38	.45
Hohenfels, FRG	1	1,070,016	88	9	3	−3.9	3,390	26	.11
Idar Oberstein, FRG	1	546,815	89	6	5	−14.6	2,580	18	.06
Illesheim, FRG	2	1,971,478	86	10	4	−5.5	4,701	35	.21
Jidda, Saudi Arabia	1	670,827	93	0	7	−23.7	3,106	18	.07
Karlsruhe, FRG	3	5,461,245	85	11	4	−0.7	15,197	30	.58
Kelley Barracks, FRG	2	3,219,587	84	11	5	+1.8	9,465	28	.34
Kitzingen, FRG	3	4,827,092	84	12	4	+1.6	9,353	43	.51
Livorno, Italy	2	2,346,952	84	11	5	−4.0	5,540	35	.25
Ludwigsburg, FRG	2	2,094,649	85	11	4	+12.3	4,428	40	.22
Mainz, FRG	3	4,374,338	85	11	4	+13.0	2,990	122	.46
Mannheim, FRG	5	10,721,144	84	12	4	−9.9	9,277	96	1.14
Munich, FRG	3	4,860,804	81	13	6	−7.7	10,580	38	.51
Neu Ulm, FRG	2	3,567,718	84	13	3	+0.7	5,717	52	.38
Patch Barracks, FRG	3	5,325,416	82	13	5	+1.4	4,464	99	.56
Pirmasens, FRG	3	4,364,310	86	10	4	−5.8	7,209	50	.46
Riyadh, Saudi Arabia	2	3,314,856	92	0	8	−18.7	4,507	61	.35
Robinson Barracks, FRG	4	7,996,477	84	12	4	−5.1	10,735	62	.85
Schinnen, NL	3	4,052,145	84	13	3	−4.1	11,053	31	.43
Schwaebisch Gmuend, FRG	2	1,937,243	87	9	4	+8.6	4,222	38	.21
Schwaebisch Hall, FRG	1	925,242	85	10	5	+1.1	3,816	20	.10
Vicenza, Italy	3	5,026,478	85	10	5	+1.8	3,732	112	.53
Wertheim, FRG	1	1,173,520	87	9	4	−13.2	3,617	27	.12
Weisbaden, FRG	6	12,904,305	84	12	4	−8.4	14,138	76	1.37
Wildflecken, FRG	2	2,573,053	88	8	4	−1.0	5,272	41	.27
Worms, FRG	2	2,382,023	83	12	5	−0.7	7,125	28	.25
Wuerzburg, FRG	4	6,283,378	86	10	4	+3.8	8,100	65	.67
Zweibruecken, FRG	3	4,718,389	84	11	5	−1.1	9,430	42	.50
Region Totals		**$278,503,374**	**85%**	**10%**	**5%**	**−2.7%**	**492,161**	**$47**	**29.50%**

/a Less than 0.1%.
N.C. No change.
N.A. Totals not meaningful for comparison purposes.

Store classes for Army commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $100,000
Class 2 $100,001-$300,000
Class 3 $300,001-$500,000
Class 4 $500,001-$750,000
Class 5 $750,001-$1,000,000
Class 6 $1,000,001-$1,500,000
Class 7 $1,500,001-$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Marine Corps Commissary Sales—FY85

CONUS

East Coast Complex/USMC

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Hadnot Point, NC	6	13,300,274	75	20	5	+7.9	22,000	50	.36
Tarawa Terrace, NC	6	14,115,356	75	20	5	+11.8	24,756	48	.39
Cherry Point, NC	6	16,369,772	80	15	5	+6.4	18,655	73	.45
New River, NC	2	3,094,610	77	19	4	+17.1	6,344	41	.08
Parris Island, SC	4	8,022,438	77	17	6	+10.0	12,737	52	.22
Complex Totals		**$54,902,450**	**77%**	**18%**	**5%**	**+9.2%**	**84,492**	**$54**	**1.50%**

West Coast Complex/USMC

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Barstow, CA	2	2,874,080	77	17	6	+5.6	6,283	38	.08
Camp Pendleton, CA	7	20,911,878	74	19	7	+5.2	26,240	66	.57
San Onofre, CA	3	3,712,171	78	15	7	+5.6	8,674	36	.10
El Toro, CA	8	24,117,522	77	16	7	+12.0	26,250	77	.66
Twentynine Palms, CA	4	7,052,947	77	18	5	−0.4	11,000	53	.19
Yuma, AZ	4	6,076,187	78	16	6	+10.0	12,630	40	.17
Complex Totals		**$64,744,785**	**76%**	**17%**	**7%**	**+7.4%**	**91,077**	**$59**	**1.77%**

/a Less than 0.1%.
N.A. Totals not meaningful for comparison purposes.

Store classes for Marine Corps commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001-$300,000
Class 3 $300,001-$500,000
Class 4 $500,001-$750,000
Class 5 $750,001-$1,000,000
Class 6 $1,000,001-$1,500,000
Class 7 $1,500,001-$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

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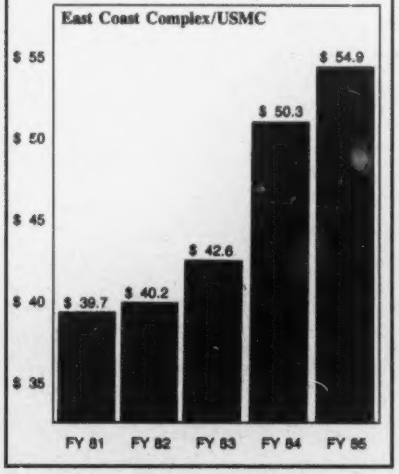
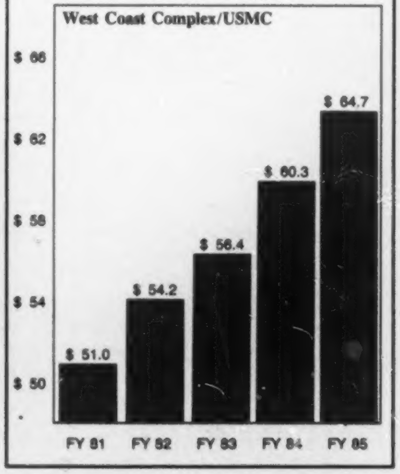
5-Year Total Sales Summary/$ Millions



5-Year Total Sales Summary/$ Millions



It's A Fact!

Marine Corps commissaries bucked the general trend of declining sales in FY85. Only two stores reported total store sales declines—29 Palms, CA and Albany, GA. The declines of each were less than 1.5 percent. By just how much did the Marines buck the trend? Their 13 remaining comstores each reported total store sales increases of at least 5 percent!

Marine Corps Commissary Sales—FY85

Stand-Alone Stores/USMC

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	 Meat	 Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Albany, GA	3	5,319,306	77	18	5	−1.4	15,325	29	.15
Quantico, VA	7	22,645,151	76	19	5	+6.6	21,300	89	.62
Stand-Alone Stores' Totals		**$27,964,457**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**36,625**	**$64**	**.77%**
CONUS Totals/USMC		**$147,611,692**	**77%**	**18%**	**5%**	**+7.7%**	**212,194**	**$58**	**4.00%**

/a Less than 0.1%.
N.A. Totals not meaningful for comparison purposes.

Store classes for Marine Corps commissaries are based upon total average monthly sales, as follows:

Class	Sales	Class	Sales	Class	Sales	Class	Sales
Class 1	Up to $100,000	Class 3	$300,001-$500,000	Class 5	$750,001-$1,000,000	Class 7	$1,500,001-$2,000,000
Class 2	$100,001-$300,000	Class 4	$500,001-$750,000	Class 6	$1,000,001-$1,500,000	Class 8	Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Marine Corps Commissary Coupon Redemptions—FY85

CONUS

Store	Number	% Share CONUS	% Share Worldwide	$ Value	% Share CONUS	% Share Worldwide
Albany, GA	218,397	4.2	4.0	61,911	4.2	4.0
Barstow, CA	73,863	1.4	1.4	25,639	1.8	1.7
Camp Pendleton, CA	649,805	12.6	12.0	189,998	13.0	12.4
Cherry Point, NC	472,526	9.2	8.7	132,781	9.1	8.6
El Toro, CA	967,451	18.9	17.9	279,318	19.1	18.2
Hadnot Point, NC	435,120	8.5	8.0	122,815	8.4	8.0
New River, NC	72,247	1.4	1.3	20,702	1.4	1.4
Parris Island, SC	248,885	4.8	4.6	69,640	4.8	4.5
Quantico, VA	1,101,237	21.4	20.3	301,519	20.6	19.6
San Onofre, CA	108,321	2.1	2.0	30,905	2.1	2.0
Tarawa Terrace, NC	465,361	9.0	8.6	131,059	9.0	8.5
Twentynine Palms, CA	170,458	3.3	3.2	49,073	3.4	3.2
Yuma, AZ	133,026	2.6	2.5	36,907	2.5	2.4
CONUS Totals	**5,151,760**	**100.0%**	**95.1%**	**$1,462,559**	**100.0%**	**95.2%**

Overseas

Store	Number	% Share Overseas	% Share Worldwide	$ Value	% Share Overseas	% Share Worldwide
Iwakuni, Japan	27,678	10.4	.5	7,031	9.6	.5
Kaneohe Bay, HI	239,575	89.6	4.4	66,627	93.4	4.3
Overseas Totals	**267,253**	**100.0**	**4.9**	**73,658**	**100.0**	**4.8**
Worldwide Totals	**5,419,013**	**–**	**100.0%**	**$1,536,217**	**–**	**100.0%**

Continued from page 54

Rank	Store/Parent Organization	Avg. Mo. Sales/SF
43	Ft. Benning, GA/TSA	98
44	Travis AFB, CA/AFCOMS	98
45	*Kobbe/Howard, Panama/TSA*	*98*
46	Ft. Gordon, GA/TSA	97
47	Selfridge ANG, MI/TSA	97
48	Patrick AFB, FL/AFCOMS	97
49	Randolph AFB, TX/AFCOMS	96
50	*Mannheim, FRG/TSA*	*96*
51	Miramar, CA/Navy	96
52	*Taegu, Korea/TSA*	*95*
53	Peterson AFB, CO/AFCOMS	94
54	Ft. Meade, MD/TSA	93
55	Ft. Myer, VA/TSA	93
56	Kirtland AFB, NM/AFCOMS	93
57	San Diego NS, CA/Navy	93
58	Ft. Drum, NY/TSA	92
59	Ft. Polk, LA/TSA	92
60	McGuire AFB, NJ/AFCOMS	92
61	Fairchild AFB, WA/AFCOMS	92
62	Luke AFB, AZ/AFCOMS	92
63	Little Creek, VA/Navy	92
64	Ft. Devens, MA/TSA	91
65	Beale AFB, CA/AFCOMS	91
66	Quantico, VA/USMC	89
67	Norton AFB, CA/AFCOMS	89
68	Ft. Rucker, AL/TSA	88
69	Mather AFB, CA/AFCOMS	88
70	Hurlburt Field, FL/AFCOMS	88
71	Scott AFB, IL/AFCOMS	88
72	Shaw AFB, SC/AFCOMS	88
73	New London, CT/Navy	88
74	Ft. Leavenworth, KS/TSA	87
75	Mayport, FL/Navy	87
76	*Naples, Italy/Navy*	*87*
77	Ft. Knox, KY/TSA	86
78	Redstone Arsenal, AL/TSA	86
79	Little Rock AFB, AR/ AFCOMS	86
80	Wright-Patterson AFB, OH/ AFCOMS	86
81	Ft. McClellan, AL/TSA	85
82	North Island, CA/Navy	85
83	Ft. Gillem, GA/TSA	84
84	Ft. Ben Harrison, IN/TSA	83
85	Ft. Leonard Wood, MO/TSA	83
86	Charleston AFB, SC/AFCOMS	83
87	USAF Academy, CO/ AFCOMS	83
88	*RAF Lakenheath, UK/ AFCOMS*	*83*
89	Cameron Station, VA/TSA	82
90	Ft. Hamilton, NY/TSA	82
91	England AFB, LA/AFCOMS	82
92	Offutt AFB, NE/AFCOMS	82
93	Whidbey Island, WA/Navy	82
94	Ft. Sill, OK/TSA	81
95	George AFB, CA/AFCOMS	81
96	Keesler AFB, MS/AFCOMS	81
97	Vint Hill Farms, VA/TSA	80
98	Walter Reed AMC, DC/TSA	79
99	Lowry AFB, CO/AFCOMS	79
100	*Andersen AFB, Guam/ AFCOMS*	*79*
101	*Yokota AB, Japan/AFCOMS*	*79*
102	Ft. Monroe, VA/TSA	78
103	*Schofield Barracks, HI/TSA*	*78*
104	*Ft. Wainwright, AK/TSA*	*78*
105	*Fuerth, FRG/TSA*	*78*
106	Memphis, TN/Navy	78
107	El Toro, CA/USMC	77
108	Altus AFB, OK/AFCOMS	77
109	Myrtle Beach AFB, SC/ AFCOMS	77
110	*Osan AB, Korea/AFCOMS*	*77*
111	Charleston NWS, SC/Navy	77
112	Pensacola, FL/Navy	77
113	*Eielson AFB, AK/AFCOMS*	*76*
114	*Weisbaden, FRG/TSA*	*76*
115	Griffiss AFB, NY/AFCOMS	75
116	Carswell AFB, TX/AFCOMS	75
117	Newport, RI/Navy	75
118	Seymour Johnson AFB, NC/ AFCOMS	74
119	*Erlangen, FRG/TSA*	*74*
120	*Hanau, FRG/TSA*	*74*
121	*Kaneohe Bay, HI/USMC*	*74*
122	Cherry Point, NC/USMC	73
123	Ft. Sheridan, IL/TSA	73
124	Hill AFB, UT/AFCOMS	73
125	Long Beach, CA/Navy	73
126	*Barbers Point, HI/Navy*	*73*
127	March AFB, CA/AFCOMS	72
128	Bolling AFB, DC/AFCOMS	72
129	Dyess AFB, TX/AFCOMS	71
130	*Elmendorf AFB, AK/AFCOMS*	*71*
131	*Holy Loch, Scotland/Navy*	*71*
132	*Ramstein AB, FRG/AFCOMS*	*70*
133	Aberdeen Prov. Grnds., MD/ TSA	69
134	Ft. Eustis, VA/TSA	69

Continued on page 110

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Marine Corps Commissary Sales—FY85 OVERSEAS

Overseas/USMC

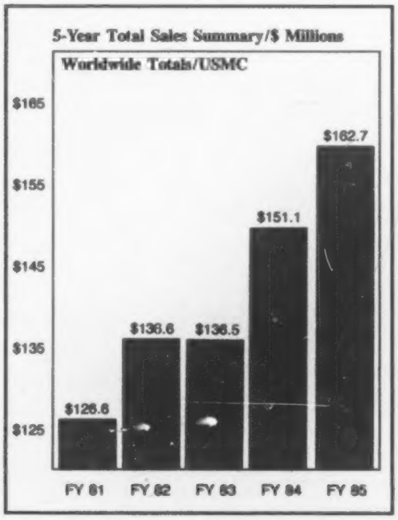
Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Iwakuni, Japan	2	2,824,384	84	13	3	+17.1	5,010	47	.30
Kaneohe Bay, HI	6	12,252,941	77	16	7	+6.9	13,800	74	1.30
Overseas USMC Totals		**$15,077,324**	**78%**	**15%**	**7%**	**+8.7%**	**18,810**	**$67**	**1.60%**
Worldwide USMC Totals		**$162,689,016**	**77%**	**18%**	**5%**	**+7.7%**	**231,004**	**$59**	**3.54%**

/a Less than 0.1%.
N.A. Totals not meaningful for comparison purposes.

Store classes for Marine Corps commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001-$300,000
Class 3 $300,001-$500,000
Class 4 $500,001-$750,000
Class 5 $750,001-$1,000,000
Class 6 $1,000,001-$1,500,000
Class 7 $1,500,001-$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

5-Year Total Sales Summary/$ Millions



It's A Fact!

Can you name the top 20 CONUS and overseas military commissaries with the largest total square feet of sales area? They are:

CONUS

1. **Carswell AFB, TX (*50,000*)**
2. Lackland AFB, TX (*43,870*)
3. Ft. Bragg, NC (*42,134*)
4. Wright-Patterson AFB, OH (*39,750*)
5. McGuire AFB, NJ (*39,444*)
6. Miramar, CA (*38,600*)
7. Ft. Hood, TX (*36,551*)
8. Little Creek, VA (*35,912*)
9. Lowry AFB, CO (*35,413*)
10. McClellan AFB, TX (*35,000*)
11. Randolph AFB, TX (*33,628*)
12. McChord AFB, WA (*32,979*)
13. Ft. Sill, OK (*32,951*)
14. Ft. Benning, GA (*32,729*)
15. San Diego NS, CA (*32,590*)
16. Ft. Bliss, TX (*32,538*)
17. Offutt AFB, NE (*32,205*)
18. Cameron Station, VA (*31,616*)
19. Hanscom AFB, MA (*31,125*)
20. Ft. Knox, KY (*31,025*)

Overseas

1. Schofield Barracks, HI (*31,452*)
2. Elmendorf AFB, AK (*31,129*)
3. Yongsan, Korea (*29,387*)
4. Kadena AB, JA (*29,225*)
5. Pearl Harbor, HI (*24,641*)
6. Ramstein AB, FRG (*24,616*)
7. Clark AB, PI (*23,128*)
8. Hickam AFB, HI (*22,144*)
9. Misawa AB, JA (*21,151*)
10. Osan AB, Korea (*20,250*)
11. Giessen, FRG (*20,123*)
12. Frankfurt, FRG (*19,291*)
13. Bremerhaven, FRG (*19,152*)
14. Heidelberg, FRG (*18,910*)
15. Ft. Buchanan, PR (18,084)
16. Berlin (Free Zone), FRG (*17,352*)
17. Vogelweh, FRG (*17,349*)
18. Sagamihara, JA (*16,792*)
19. Butler, JA (*16,100*)
20. Torrejon AB, Spain (*15,893*)

Navy Commissary Sales—FY85 CONUS

Auburn Division/Navy

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	% of Store Total Meat	% of Store Total Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Bangor, WA	5	11,641,863	77	16	7	+12.6	22,000	44	.32
Bremerton, WA	5	91,198,727	75	17	8	+2.1	12,352	62	.25
Seattle, WA	6	16,591,449	75	18	7	−2.4	13,500	102	.45
Whidbey Island, WA	6	12,193,366	76	16	8	+4.5	12,354	82	.33
Division Totals		**$131,625,405**	**76%**	**17%**	**7%**	**+3.3%**	**60,206**	**$69**	**1.36%**

Corpus Christi Region/Navy

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	% of Store Total Meat	% of Store Total Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Beeville, TX	2	2,026,128	77	17	6	−1.7	5,464	31	.06
Corpus Christi, TX	4	7,616,125	75	18	7	+4.6	14,024	45	.21
Kingsville, TX	2	2,036,032	77	18	5	+7.8	6,700	25	.06
Region Totals		**$11,678,285**	**76%**	**17%**	**7%**	**+4.0**	**26,188**	**$37**	**.32%**

/a Less than 0.1%.
N.A. Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $100,000	Class 3 $300,001-$500,000	Class 5 $750,001-$1,000,000	Class 7 $1,500,001-$2,000,000
Class 2 $100,001-$300,000	Class 4 $500,001-$750,000	Class 6 $1,000,001-$1,500,000	Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

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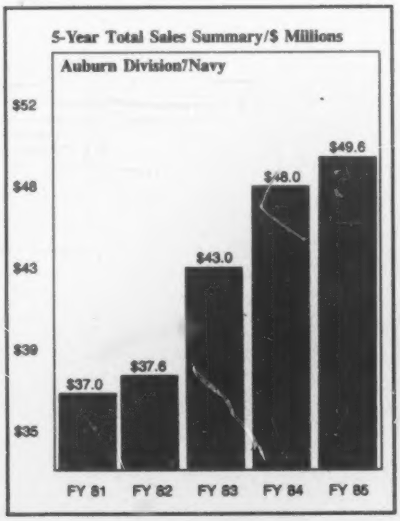
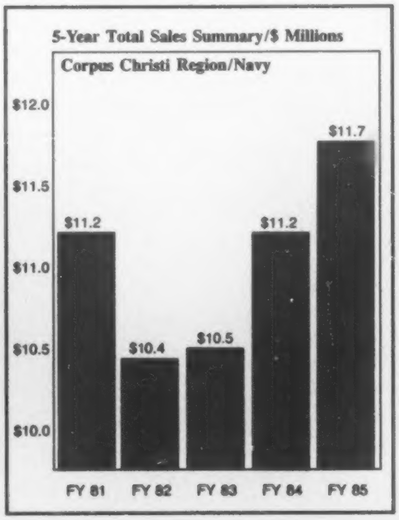

5-Year Total Sales Summary/$ Millions


5-Year Total Sales Summary/$ Millions

It's A Fact!

Do you know which are the top ten overseas military commissaries with the largest, single-store square feet of sales area? They are:

1. Schofield Barracks, HI (*31,452*)
2. Elmendorf AFB, AK (*31,129*)
3. Yongsan, Korea (*29,387*)
4. Kadena AB, Japan (*29,225*)
5. Pearl Harbor, HI (*24,641*)
6. Ramstein AB, FRG (*24,616*)
7. Clark AB, PI (*23,128*)
8. Hickam AFB, HI (*22,144*)
9. Misawa AB, Japan (*21,151*)
10. Osan AB, Korea (*20,250*)

Navy Commissary Sales—FY85

Davisville Division/Navy

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Brunswick, ME	4	7,818,976	78	16	6	+11.5	11,662	59	.21
Cutler, ME	1	626,647	76	18	6	+3.1	2,252	75	.02
New London, CT	7	22,803,530	75	17	8	/a	21,685	88	.62
Newport, RI	6	12,989,892	74	19	7	+4.3	14,346	75	.36
Scotia, NY	2	2,973,311	76	19	5	−2.9	8,200	30	.08
Winter Harbor, ME	1	735,389	78	16	6	+2.4	1,876	33	.02
Division Totals		**$47,947,745**	**75%**	**18%**	**7%**	**+2.8%**	**60,021**	**$67**	**1.31%**

Great Lakes Region/Navy

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Crane, IN	1	523,417	81	16	3	−3.3	2,650	16	.01
Great Lakes, IN	6	15,150,170	76	18	6	−0.8	18,700	68	.41
Region Totals		**$15,673,587**	**76%**	**18%**	**6%**	**−0.9%**	**21,350**	**$61**	**.43%**

/a Less than 0.1%.
N.A. Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $100,000	Class 3 $300,001-$500,000	Class 5 $750,001-$1,000,000	Class 7 $1,500,001-$2,000,000
Class 2 $100,001-$300,000	Class 4 $500,001-$750,000	Class 6 $1,000,001-$1,500,000	Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

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It's A Fact!

Do you know which are the ten overseas military commissaries with the highest FY85 total store sales increase? They are:

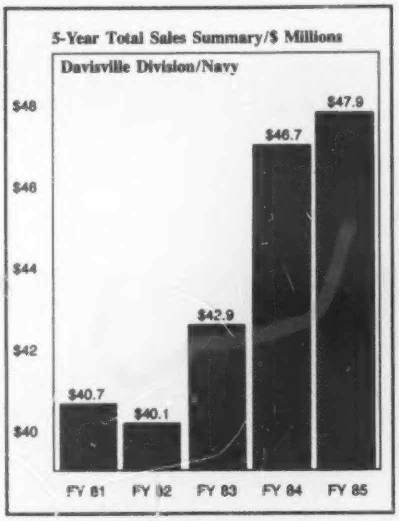
1. Kobbe/Howard, Panama (+*38.5*)
2. Corozal, Panama (+*31.7*)
3. Hellenikon Br., Greece (+*31.7*)
4. Subic Bay, PI (+*18.2*)
5. Iwakuni, Japan (+*17.1*)
6. Atsugi, Japan (+*16.9*)
7. Incirlik, Turkey (+*16.6*)
8. Misawa AB, Japan (+*15.5*)
9. Sasebo, Japan (+*15.3*)
10. Bad Kreuznach, FRG (+*13.2*)

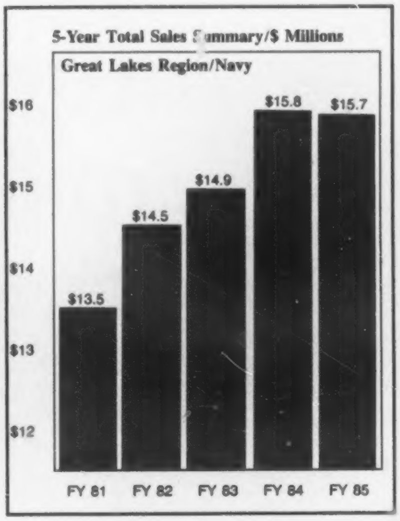
Navy Commissary Sales—FY85

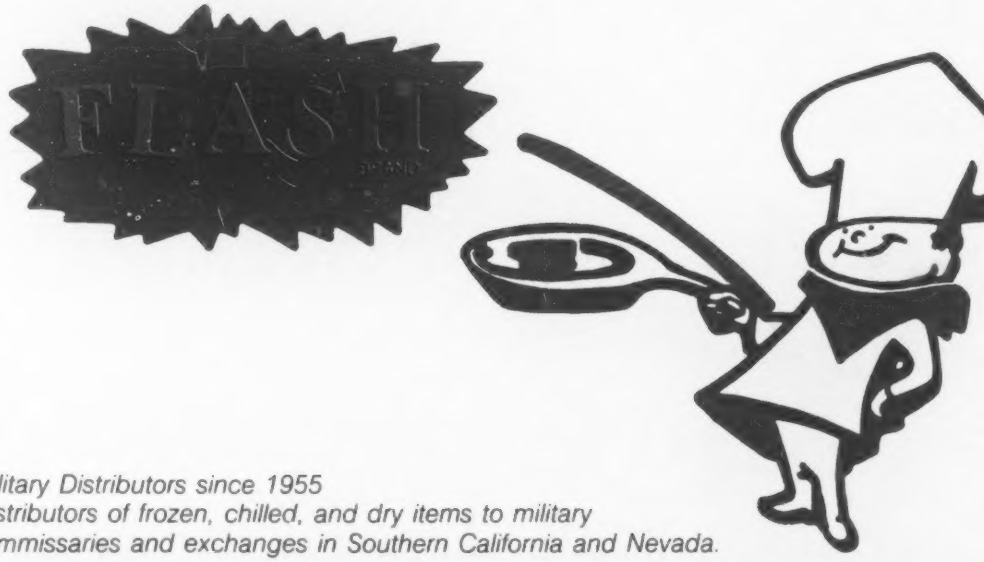
It's A Fact!

Do you know which are the ten CONUS military commissaries with the highest FY85 total store sales increase? They are:

1. Avon Park Range, FL (*+75.5*)
2. New River, NC (*+17.1*)
3. Fallon, NV (*+14.3*)
4. Gila Bend AF, AZ (*+13.5*)
5. Holbrook AFB, AZ (*+12.3*)
6. El Toro, CA (*+12.0*)
7. Tarawa Terrace, NC (*+11.8*)
8. McClellan AFB, CA (*+11.1*)
9. Ft. Irwin, CA (*+10.1*)
10. Parris Island, SC (*+10.0*)







Military Distributors since 1955
Distributors of frozen, chilled, and dry items to military commissaries and exchanges in Southern California and Nevada.

FLASH STEAK COMPANY, INC.

7959 Paramount Boulevard, Pico Rivera, CA 90660 (213) 949-2558 Contact: Chris M. Sanchez (15)

Navy Commissary Sales—FY85

Jacksonville Group/Navy

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Athens, GA	2	2,332,107	76	18	6	+0.4	4,400	44	.06
Cecil Field, FL	4	6,929,389	73	22	5	+5.3	10,226	56	.19
Charleston NS, SC	5	10,102,602	81	14	5	+3.0	25,727	33	.28
Charleston NWS, SC	5	9,792,899	81	13	6	+1.8	10,540	77	.27
Jacksonville, FL	8	26,994,414	76	18	6	−0.3	19.728	114	.74
Key West, FL	3	4,513,795	75	18	7	−0.8	9,139	41	.12
Kings Bay, GA	2	608,548	78	16	6	/a	17,000	3	.02
Mayport, FL	6	12,149,624	75	19	6	+10.8	11,700	87	.33
Orlando, FL	7	21,677,079	74	20	6	−0.3	30,155	60	.59
Group Totals		**$95,100,457**	**76%**	**18%**	**6%**	**+2.6%**	**138,615**	**$57**	**2.60%**

Norfolk Group/Navy

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Little Creek, VA	8	39,615,459	76	17	7	+5.3	35,912	92	1.08
Norfolk, VA	6	17,220,630	78	17	5	−2.1	25,711	56	.47
Oceana, VA	8	28,283,490	77	17	6	+1.4	23,839	99	.77
Portsmouth, VA	6	12,848,388	77	18	5	−1.1	21,346	50	.35
Yorktown, VA	2	2,935,063	73	20	7	+2.0	7,056	35	.08
Group Totals		**$100,903,030**	**76%**	**17%**	**7%**	**+2.0%**	**113,864**	**$74**	**2.76%**

Oakland Division/Navy

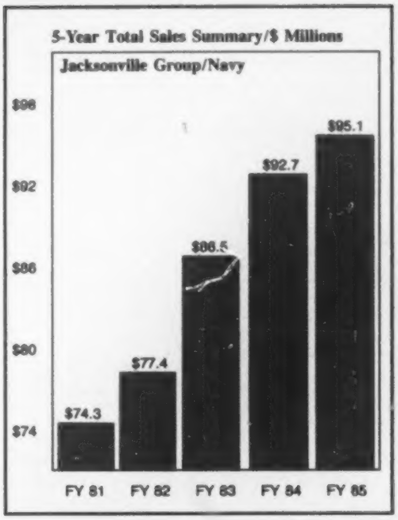
Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Alameda, CA	6	17,291,647	75	20	5	+1.1	22,835	63	.47
Fallon, NV	2	1,979,566	81	15	4	+14.3	4,000	41	.05
Lemoore, CA	4	8,192,948	81	15	4	+1.3	16,870	40	.22
Mare Island, CA	5	10,999,328	75	18	7	+3.6	16,840	54	.30
Moffett Field, CA	8	26,663,351	74	20	6	+2.2	18,280	122	.73
Novato (Hamilton), CA	5	9,819,656	76	17	7	+4.9	19,500	42	.27
Stockton, CA	2	3,491,006	78	18	4	+3.5	7,422	39	.10
Treasure Island, CA	3	3,821,754	75	18	7	−1.9	9,696	33	.10
Division Totals		**$82,259,256**	**76%**	**19%**	**5%**	**+2.5%**	**115,443**	**$59**	**2.25%**

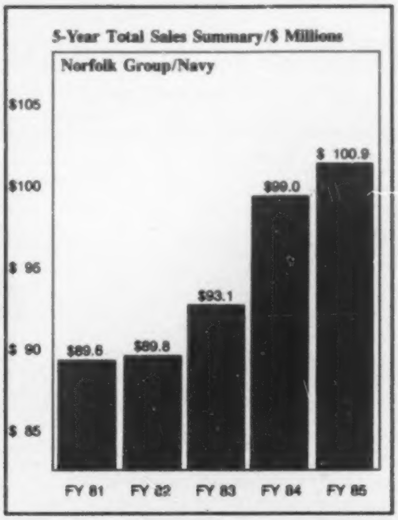
/a Less than 0.1%.
N.A. Totals not meaningful for comparison purposes.

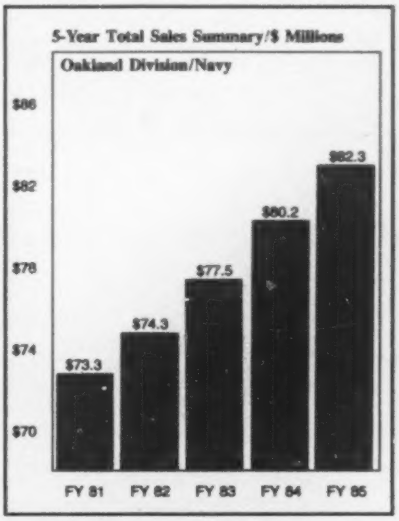
Store classes for Navy commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001-$300,000
Class 3 $300,001-$500,000
Class 4 $500,001-$750,000
Class 5 $750,001-$1,000,000
Class 6 $1,000,001-$1,500,000
Class 7 $1,500,001-$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Navy Commissary Sales—FY85







Patuxent River Region/Navy

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Annapolis, MD	4	8,502,007	73	20	7	+1.1	13,374	53	.23
Dahlgren, VA	1	1,032,481	77	18	5	+6.4	4,593	19	.03
Lakehurst, NJ	2	2,801,515	72	21	7	+9.0	5,075	46	.08
Mitchel Field, NY	4	7,481,388	73	20	7	+2.4	12,290	51	.20
Patuxent, MD	4	6,993,063	77	17	6	+3.5	9,406	62	.19
Philadelphia, PA	4	8,987,247	73	20	7	−0.8	17,502	43	.25
Regional Totals		**$35,797,701**	**74%**	**19%**	**7%**	**+2.1%**	**62,240**	**$48**	**+.98%**

Pensacola Region/Navy

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Gulfport, MS	3	5,178,161	77	17	6	+13.2	10,076	43	.14
Memphis, TN	6	16,480,374	77	18	5	+0.2	17,600	78	.45
Meridian, MS	3	4,220,874	77	18	5	+0.9	8,702	40	.12
New Orleans, LA	5	10,390,440	76	18	6	+5.7	15,458	56	.28
Pensacola, FL	7	20,942,492	76	17	7	−1.2	22,720	77	.57
Whiting Field, FL	3	3,897,223	77	17	6	+1.8	7,870	41	.11
Regional Totals		**$61,109,564**	**77%**	**17%**	**6%**	**+1.8%**	**82,426**	**$623**	**1.67%**

/a Less than 0.1%.
N.A. Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $100,000	Class 3 $300,001-$500,000	Class 5 $750,001-$1,000,000	Class 7 $1,500,001-$2,000,000
Class 2 $100,001-$300,000	Class 4 $500,001-$750,000	Class 6 $1,000,001-$1,500,000	Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

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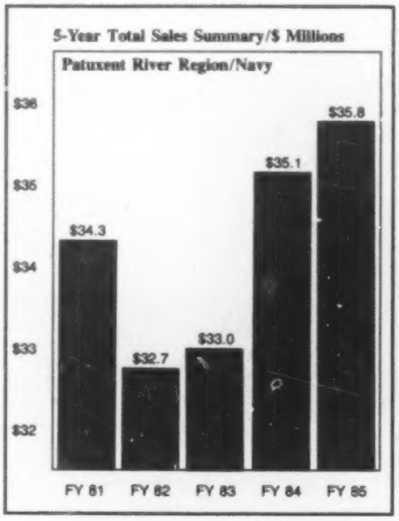
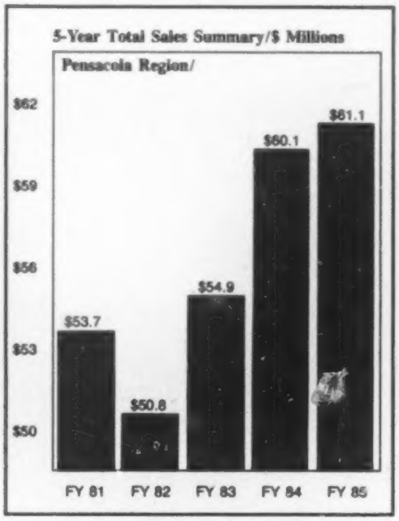
Navy Commissary Sales—FY85

It's A Fact!

Do you know which are the top ten CONUS military commissaries with the largest, single-store square feet of sales area? They are:

1. Carswell AFB, TX (*50,000*)
2. Lackland AFB, TX (*43,870*)
3. Ft. Bragg, NC (*42,134*)
4. Wright-Patterson AFB, OH (*39,750*)
5. McGuire AFB, NJ (*39,444*)
6. Miramar, CA (*38,600*)
7. Ft. Hood, TX (*36,551*)
8. Little Creek, VA (*35,912*)
9. Lowry AFB, CO (*35,413*)
10. McClellan AFB, CA (*35,000*)





To the best sellers. From the best sellers.

EL Producto. Cigars
5 FINE CIGARS
Dutch Masters.
CIGARS
MURIEL CIGARS

Consolidated Cigar Corporation

Navy Commissary Sales—FY85

continued from page 100

Rank	Store/Parent Organization	Avg. Mo. Sales/SF
135	Lackland AFB, TX/AFCOMS	69
136	*Augsburg, FRG/TSA*	*69*
137	Port Hueneme, CA/Navy	69
138	Lexington, KY/TSA	69
139	Ft. Huachuca, AZ/TSA	68
140	Ft. Riley, KS/TSA	68
141	Great Lakes, IN/Navy	68
142	Carlisle Barracks, PA/TSA	67
143	Presidio of San Francisco, CA/TSA	67
144	*Roosevelt Roads, PR/Navy*	*67*
145	Camp Pendleton, CA/USMC	66
146	Castle AFB, CA/AFCOMS	66
147	Williams AFB, AZ/AFCOMS	66
148	*Vogelweh, FRG/AFCOMS*	*66*
149	Mt. Home AFB, ID/AFCOMS	65
150	*Frankfurt, FRG/TSA*	*65*
151	*Wuerzburg, FRG/TSA*	*65*
152	*Sigonella, Italy/Navy*	*65*
153	McClellan AFB, CA/AFCOMS	64
154	*Kadena AB, Okinawa/ AFCOMS*	*64*
155	Ft. Lee, VA/TSA	63
156	Ft. Monmouth, NJ/TSA	63
157	Gunter AFB, AL/AFCOMS	63
158	Ellsworth AFB, SD/AFCOMS	63
159	Pease AFB, NH/AFCOMS	63
160	*Butler, Okinawa/AFCOMS*	*63*
161	Alameda, CA/Navy	63
162	F.E. Warren AFB, WY/ AFCOMS	63
163	Vandenberg AFB, CA/ AFCOMS	62
164	Brooks AFB, TX/AFCOMS	62
165	Sheppard AFB, TX/AFCOMS	62
166	*Robinson Barracks, FRG/TSA*	*62*
167	Bremerton, WA/Navy	62
168	Patuxent, MD/Navy	62
169	Granite City AD, IL/TSA	61
170	Dover AFB, DE/AFCOMS	61
171	*Hahn AB, FRG/AFCOMS*	*61*
172	*Goeppingen, FRG/TSA*	*61*
173	*Riyadh, Saudi Arabia/TSA*	*61*
174	Ft. Irwin, CA/TSA	60
175	Blytheville AFB, AR/AFCOMS	60
176	Minot AFB, ND/AFCOMS	60
177	Orlando, FL/Navy	60
178	Brunswick, ME/Navy	59
179	Ft. McPherson, GA/TSA	58
180	Stewart ASE, NY/TSA	58
181	*Bermuda/Navy*	*58*
182	Seneca AD, NY/TSA	57
183	Tyndall AFB, FL/AFCOMS	57
184	Malmstrom AFB, MT/ AFCOMS	57
185	Goodfellow AFB, TX/ AFCOMS	57
186	*Lajes Field, Azores/AFCOMS*	*57*
187	China Lake, CA/Navy	57
188	Robins AFB, GA/AFCOMS	57
189	Cecil Field, FL/Navy	56
190	Norfolk, VA/Navy	56
191	New Orleans, LA/Navy	56
192	Maxwell AFB, AL/AFCOMS	55
193	*Spangdahlem AB, FRG/ AFCOMS*	*55*
194	*RAF Upper Heyford, UK/ AFCOMS*	*55*
195	*Bamberg, FRG/TSA*	*55*
196	San Diego NTC, CA/Navy	55
197	Loring AFB, ME/AFCOMS	54
198	McConnell AFB, KS/AFCOMS	54
199	*Bad Kissingen, FRG/TSA*	*54*
200	*Heidelberg, FRG/TSA*	*54*
201	Mare Island, CA/Navy	54
202	Twentynine Palms, CA/USMC	53
203	Columbus AFB, MS/AFCOMS	53
204	Moody AFB, GA/AFCOMS	53
205	Kelly AFB, TX/AFCOMS	53
206	Annapolis, MD/Navy	53
207	*La Maddalena, Italy/Navy*	*53*
208	Parris Island, SC/USMC	52
209	Hanscom AFB, MA/AFCOMS	52
210	*Neu Ulm, FRG/TSA*	*52*
211	*Guantanamo Bay, Cuba/Navy*	*52*

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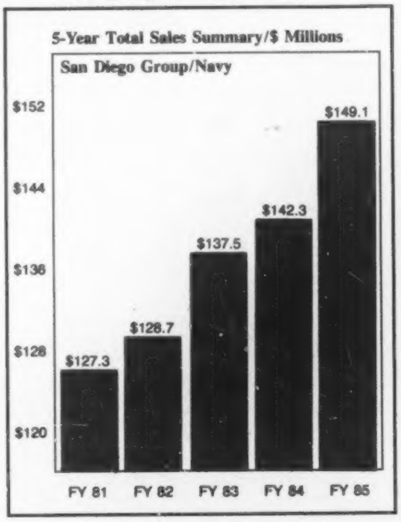
5-Year Total Sales Summary/$ Millions

San Diego Group/Navy

Store	Store Class	Total Store $ Sales	% of Store Total: Grocery	% of Store Total: Meat	% of Store Total: Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
China Lake, CA	2	2,687,139	77	17	6	+2.5	3,972	57	.07
El Centro, CA	1	938,258	75	19	6	+0.3	2,720	29	.03
Long Beach, CA	7	23,338,737	72	21	7	+4.9	26,800	73	.64
Miramar, CA	8	44,618,312	75	18	7	+12.1	38,600	96	1.22
North Island, CA	6	14,761,115	75	19	6	+1.1	14,415	85	.40
Port Hueneme, CA	6	13,874,290	74	20	6	+1.4	16,700	69	.38
Point Mugu, CA	2	3,513,655	78	16	6	−1.1	7,520	39	.10
San Diego NS, CA	8	36,553,792	76	19	5	+2.8	32,590	93	1.00
San Diego NTC, CA	4	8,800,101	78	16	6	−5.1	13,238	55	.24
Group Totals		**$149,085,399**	**75%**	**19%**	**6%**	**+4.8%**	**156,510**	**$79**	**4.08%**
CONUS Navy Totals		**$649,180,429**	**76%**	**18%**	**6%**	**+2.9%**	**836,863**	**$65**	**17.77%**

/a Less than 0.1%.
N.A. Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:

Class 1	Up to $100,000	Class 3	$300,001-$500,000	Class 5	$750,001-$1,000,000	Class 7	$1,500,001-$2,000,000
Class 2	$100,001-$300,000	Class 4	$500,001-$750,000	Class 6	$1,000,001-$1,500,000	Class 8	Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Navy Commissary Sales—FY85

Naples Region/Navy

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
La Maddalena	1	953,930	90	10	0	+0.4	1,500	53	.10
Naples	4	7,072,357	83	13	4	−1.7	6,804	87	.75
Sigonella	2	3,240,502	82	14	4	+0.8	4,125	65	.34
Region Totals		**$11,266,789**	**84%**	**13%**	**3%**	**−0.8%**	**12,429**	**$76**	**1.19%**

Pearl Harbor Region/Navy

Store	Store Class	Total Store $ Sales	% of Store Total Grocery	Meat	Produce	Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
Barbers Point, HIL	4	8,472,356	74	18	8	+4.1	9,660	73	.90
Lualualei, HI	1	906,498	80	15	5	+1.0	4,009	19	.10
Pearl Harbor, HI	8	53,167,921	76	17	7	+9.4	24,641	180	5.63
Regional Totals		**$62,546,775**	**76%**	**17%**	**7%**	**+8.5%**	**38,310**	**$136**	**6.63%**

/a Less than 0.1%.
N.A. Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001-$300,000
Class 3 $300,001-$500,000
Class 4 $500,001-$750,000
Class 5 $750,001-$1,000,000
Class 6 $1,000,001-$1,500,000
Class 7 $1,500,001-$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

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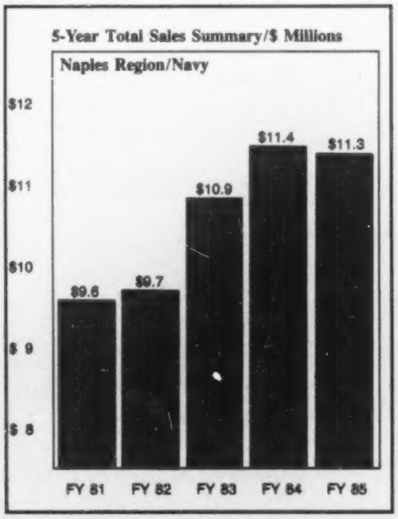

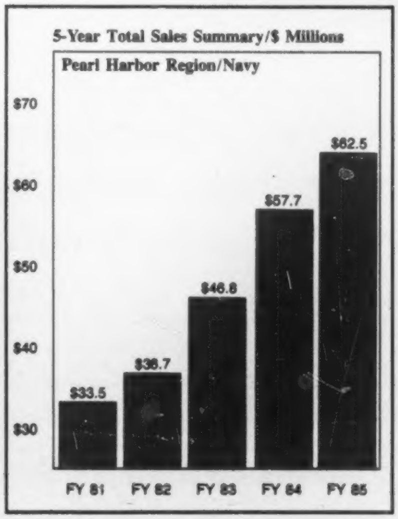

It's A Fact!

Many commissaries reported total store sales declines in FY85. Can you name the ten overseas commissaries that reported the greatest total store sales declines? They are:

1. RAF Sculthorpe, UK (*−62.6*)
2. Ft. Gulick, Panama (*−38.3*)
3. Crailsheim, FRG (*−25.1*)
4. Jidda, Saudi Arabia (*−23.7*)
5. Dharhan, Saudi Arabia (*−21.6*)
6. Riyadh, Saudi Arabia (*−18.7*)
7. Idar Oberstein, FRG (*−14.6*)
8. Sagamihara, Japan (*−13.8*)
9. Garmisch, FRG (*−13.4*)
10. Wertheim, FRG (*−13.2*)

Navy Commissary Sales—FY85

Subic Bay Region/Navy

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
San Miguel, PI	2	1,266,983	77	17	6	+ 8.9	2,514	42	.13
Subic Bay, PI	5	11,162,566	80	13	7	+18.2	7,032	132	1.18
Region Totals		**$12,429,549**	**80%**	**13%**	**7%**	**+17.1%**	**9,546**	**$109**	**1.32%**

United Kingdom Region/Navy

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Edzell, Scotland	1	1,078,635	80	13	7	−0.4	3,474	26	.11
Holy Loch, Scotland	3	4,149,094	86	10	4	−1.9	4,841	71	.44
Regional Totals		**$5,227,729**	**85%**	**11%**	**4%**	**−1.6%**	**8,315**	**$52**	**.55%**

Yokosuka Region/Navy

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Atsugi, Japan	2	2,548,101	83	12	5	+16.9	6,326	34	.27
Sasebo, Japan	1	842,093	80	16	4	+15.3	3,208	22	.09
Yokosuka, Japan	4	8,914,155	76	18	6	+3.8	14,600	51	.94
Regional Totals		**$12,304,340**	**77%**	**17%**	**6%**	**+7.0%**	**24,134**	**$43**	**1.30%**

/a Less than 0.1%.
N.A. Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:

Class 1	Up to $100,000	Class 3	$300,001-$500,000	Class 5	$750,001-$1,000,000	Class 7	$1,500,001-$2,000,000
Class 2	$100,001-$300,000	Class 4	$500,001-$750,000	Class 6	$1,000,001-$1,500,000	Class 8	Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

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Navy Commissary Coupon Redemptions—FY85

	Number	% Share Worldwide	$ Value	% Share Worldwide
CONUS	29,918,141	98.4	8,671,818	98.7
Overseas	480,114	1.6	114,399	1.3
Worldwide Totals	**30,398,255**	**100.0%**	**$8,786,217**	**100.0%**

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Continued from page 74

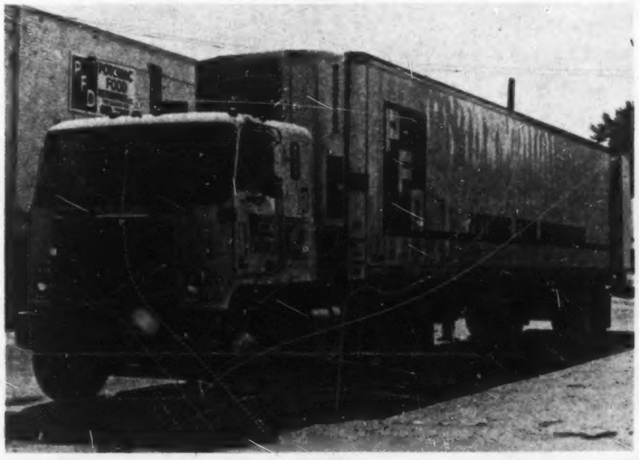
Rank	Store/Parent Organization	ACV
142	Charleston NWS, SC/Navy	.27
143	Novato (Hamilton), CA/Navy	.27
96	*Atsugi, Japan/Navy*	*.27*
144	Grand Forks AFB, ND/ AFCOMS	.26
97	*RAF Fairford, UK/AFCOMS*	*.26*
145	Minot AFB, ND/AFCOMS	.25
146	Altus AFB, OK/AFCOMS	.25
98	*Bad Nauheim, FRG/TSA*	*.25*
99	*Livorno, Italy/TSA*	*.25*
100	*Worms, FRG/TSA*	*.25*
147	Bremerton, WA/Navy	.25
148	Philadelphia, PA/Navy	.25
149	West Point, NY/TSA	.24
150	Grissom AFB, IN/AFCOMS	.24
151	K.I. Sawyer AFB, MI/ AFCOMS	.24
101	*RAF Chicksands, UK/ AFCOMS*	*.24*
152	San Diego NTC, CA/Navy	.24
153	Cannon AFB, NM/AFCOMS	.23
102	*Zaragoza, Spain/AFCOMS*	*.23*
154	Annapolis, MD/Navy	.23
155	Parris Island, SC/USMC	.22
156	Wurtsmith AFB, MI/AFCOMS	.22
157	Loring AFB, ME/AFCOMS	.22
103	*Izmir, Turkey/AFCOMS*	*.22*
104	*Ft. Greely, AK/TSA*	*.22*
105	*Ludwigsburg, FRG/TSA*	*.22*
158	Lemoore, CA/Navy	.22
159	Oakland AB, CA/TSA	.21
160	Oakdale ASC, PA/TSA	.21
161	Vint Hill Farms, VA/TSA	.21
162	Ft. Monroe, VA/TSA	.21
163	Ft. Sheridan, IL/TSA	.21
164	Blytheville AFB, AR/AFCOMS	.21
165	Goodfellow AFB, TX/ AFCOMS	.21
166	Reese AFB, TX/AFCOMS	.21
106	*Illesheim, FRG/TSA*	*.21*
107	*Schwaebisch Gmeund, FRG/TSA*	*.21*
167	Brunswick, ME/Navy	.21
168	Corpus Christi, TX/Navy	.21
108	*Ankara, Turkey/AFCOMS*	*.20*
109	*Erlangen, FRG/TSA*	*.20*
110	*Goeppingen, FRG/TSA*	*.20*
169	Mitchel Field, NY/Navy	.20
170	Cecil Field, FL/Navy	.19
171	Ft. Ritchie, MD/TSA	.19
172	Twentynine Palms, CA/USMC	.19
173	Ft. McNair, DC/TSA	.19
174	Brooks AFB, TX/AFCOMS	.19
175	Patuxent, MD/Navy	.19
111	*Iraklion AS, Greece/AFCOMS*	*.18*
176	Yuma, AZ/USMC	.17
112	*Cairo, Egypt/TSA*	*.17*
113	*Dharhan, Saudi Arabia/TSA*	*.17*
177	New Cumberland, PA/TSA	.17
178	Edgewood Arsenal, MD/TSA	.16
114	*RAF Menwith Hill, UK/ AFCOMS*	*.16*
115	*Bad Kissingen, FRG/TSA*	*.16*
179	Ft. McPherson, GA/TSA	.15
180	Stewart ASE, NY/TSA	.15
181	Tobyhanna AD, PA/TSA	.15
182	Albany, GA/USMC	.15
183	Richmond DGSC, VA/TSA	.14
184	Laughlin AFB, TX/AFCOMS	.14
116	*Hellenikon Br., Greece/ AFCOMS*	*.14*
185	Gulfport, MS/Navy	.14
186	Ft. Drum, NY/TSA	.13
187	Vance AFB, OK/AFCOMS	.13
117	*Amberg, FRG/TSA*	*.13*
118	*San Miguel, PI/Navy*	*.13*
119	*Bad Hersfeld, FRG/TSA*	*.12*
120	*Bertchesgaden, FRG/TSA*	*.12*
121	*Wertheim, FRG/TSA*	*.12*
188	Key West, FL/Navy	.12
189	Meridian, MS/Navy	.12
190	Ft. Irwin, CA/TSA	.11
191	Rock Island, IL/TSA	.11
122	*Hessisch-Oldendorf, FRG/ AFCOMS*	*.11*
123	*Bad Toelz, FRG/TSA*	*.11*
124	*Hohentels, FRG/TSA*	*.11*
192	Whiting Field, FL/Navy	.11
125	*Edzell, Scotland/Navy*	*.11*
193	White Sands Missile Range, NM/TSA	.10
194	San Onofre, CA/USMC	.10
195	Arnold AFB, TN/AFCOMS	.10
126	*Bindlach, FRG/TSA*	*.10*
127	*Garmisch, FRG/TSA*	*.10*
128	*Schwaebisch Hall, FRG/TSA*	*.10*
196	Stockton, CA/Navy	.10
197	Treasure Island, CA/Navy	.10
198	Point Mugu, CA/Navy	.10
129	*La Maddalena, Italy/Navy*	*.10*
130	*Lualualei, HI/Navy*	*.10*
131	*RAF Wethersfield, UK/ AFCOMS*	*.09*
132	*Crailsheim, FRG/TSA*	*.09*
133	*Sasebo, Japan/Navy*	*.09*
199	New River, NC/USMC	.08

Continued on page 118

Potomac Food Distributors

6021 Farrington Ave.
Alexandria, Virginia
22301
Telephone:
703-823-0400

G. (Wally) Cook, President



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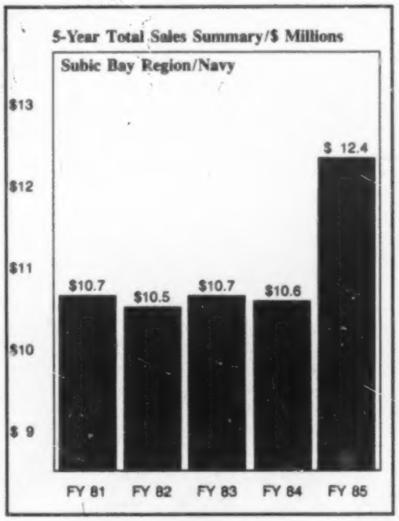
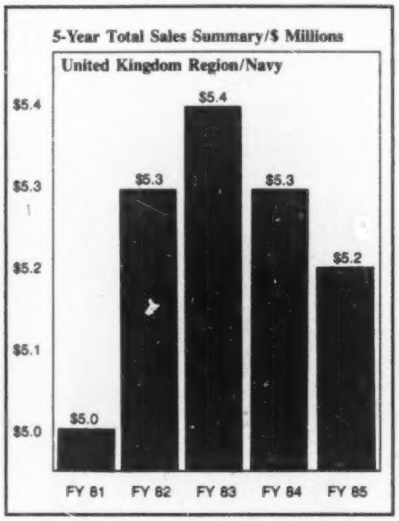
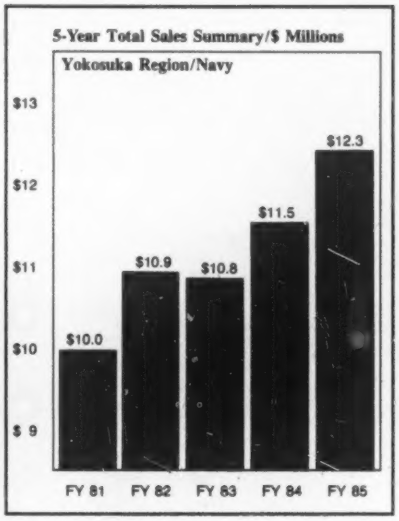
Navy Commissary Sales—FY85







Stand-Alone Stores/Navy

Store	Store Class	Total Store $ Sales	% of Store Total			Total Sales % Change vs. FY84	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Adak, AK	3	3,729,281	78	15	7	+9.7	8,480	37	.40
Argentia, Newfoundland	1	669,136	80	14	6	−2.4	6,726	8	.07
Bermuda	3	3,927,501	80	14	6	+8.4	5,607	58	.42
Chinhae, Korea	1	392,686	77	20	3	−9.4	2,400	14	.04
Exmouth, Australia	1	541,752	75	18	7	−9.9	3,077	15	.06
Guam	7	18,626,933	77	17	6	+12.6	15,303	101	1.97
Guantanamo Bay	3	5,032,032	73	17	10	+8.9	8,100	52	.53
Keflavik, Iceland	3	3,741,677	77	16	7	+3.7	7,784	40	.40
Roosevelt Roads, PR	4	7,627,209	77	17	6	+1.1	9,440	67	.81
Rota, Spain	3	5,481,130	85	11	4	−0.6	8,716	52	.58
Stand-Alone Stores' Totals		**$49,769,337**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**75,633**	**$55**	**5.27%**
Overseas Navy Totals		**$153,544,528**	**78%**	**16%**	**6%**	**+7.4%**	**168,367**	**$76**	**16.26%**
Worldwide Navy Totals		**$802,724,957**	**76%**	**18%**	**6%**	**+3.7%**	**1,005,230**	**$67**	**17.46%**

/a Less than 0.1%.
N.A. Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $100,000
Class 2 $100,001-$300,000
Class 3 $300,001-$500,000
Class 4 $500,001-$750,000
Class 5 $750,001-$1,000,000
Class 6 $1,000,001-$1,500,000
Class 7 $1,500,001-$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY85 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data.

Continued from page 116

Rank	Store/Parent Organization	ACV
200	Barstow, CA/USMC	.08
134	*Oslo, Norway/AFCOMS*	*.08*
135	*Bad Aibling, FRG/TSA*	*.08*
201	Scotia, NY/Navy	.08
202	Yorktown, VA/Navy	.08
203	Lakehurst, NJ/Navy	.08
204	Seneca AD, NY/TSA	.07
205	ARDC (Picatinny), PA/TSA	.07
136	*Jidda, Saudi Arabia/TSA*	*.07*
206	China Lake, CA/Navy	.07
137	*Argentia, Nfdlnd./Navy*	*.07*
207	Lexington, KY/TSA	.07
208	Sierra AD, CA/TSA	.06
138	*Royal Oaks HA, Spain/ AFCOMS*	*.06*
139	*Idar Oberstein, FRG/TSA*	*.06*
209	Beeville, TX/Navy	.06
210	Athens, GA/Navy	.06
140	*Exmouth, AUS/Navy*	*.06*
211	Kingsville, TX/Navy	.06
212	Dugway Prov. Grnds., UT/TSA	.05
213	Yuma Prov. Grnds., AS/TSA	.05
214	Fallon, NV/Navy	.05
141	*Preum AS, FRG/AFCOMS*	*.04*
142	*Chinhae, Korea/Navy*	*.04*
215	Avon Park Range, FL/ AFCOMS	.03
216	Dahlgren, VA/Navy	.03
217	El Centro, CA/Navy	.03
218	Ft. Fisher AFS, NC/AFCOMS	.02
143	*RAF Sculthorpe, UK/AFCOMS*	*.02*
219	Cutler, ME/Navy	.02
220	Winter Harbor, ME/Navy	.02
221	Kings Bay, GA/Navy	.02
222	Camp Merrill, VA/TSA	.01
223	Calumet AFS, MI/AFCOMS	.01
224	Port Austin AFS, MI/ AFCOMS	.01
225	North Truro AFS, MA/ AFCOMS	.01
226	Makah AFS, WA/AFCOMS	.01
227	Gila Bend Aux. Fld., AZ/ AFCOMS	.01
228	Indian Sprg. Fld., AZ/ AFCOMS	.01
144	*Trier HA, FRG/AFCOMS*	*.01*
229	Crane, IN/Navy	.01
230	Holbrook AFB, AZ/AFCOMS	/a
145	*RAF Burtonwood, UK/ AFCOMS*	/a

It's A Fact!

Can you name the 5 military commissaries with the smallest total square feet of sales area? They are:

1. Camp Merrill, GA/TSA (*1,416*)
2. Royal Oaks HA, Spain/ AFCOMS (*1,315*)
3. RAF Burtonwood, UK/ AFCOMS (*1,127*)
4. Holbrook AFB, AZ/AFCOMS (*592*)
5. Kinser, JA/AFCOMS (*0*)

Continued from page 110

Rank	Store/Parent Organization	Avg. Mo. Sales/SF
212	*Rota, Spain/Navy*	*52*
213	Grand Forks AFB, ND/ AFCOMS	51
214	Hunter AAF, GA/TSA	51
215	Tobyhanna AD, PA/TSA	51
216	*Rhein Main AB, FRG/ AFCOMS*	*51*
217	Ft. Richardson, AK/TSA	51
218	Mitchel Field, NY/Navy	51
219	*Yokosuka, Japan/Navy*	*51*
220	Hadnot Point, NC/USMC	50
221	Edwards AFB, CA/AFCOMS	50
222	*RAF Bentwaters, UK/ AFCOMS*	*50*
223	*Ft. Gulick, Panama/TSA*	*50*
224	*Pirmasens, FRG/TSA*	*50*
225	Portsmouth, VA/Navy	50
226	*Incirlik, Turkey/AFCOMS*	*49*
227	Tarawa Terrace, NC/USMC	48
228	Ft. Stewart, GA/TSA	47
229	Rock Island, IL/TSA	47
230	*Bitburg AB, FRG/AFCOMS*	*47*
231	*Berlin (Free Zone), FRG/TSA*	*47*
232	*Schweinfurt, FRG/TSA*	*47*
233	*Iwakuni, Japan/USMC*	*47*
234	Whiteman AFB, MO/AFCOMS	46
235	Holloman AFB, NM/AFCOMS	46
236	*RAF Alconbury, UK/AFCOMS*	*46*
237	*Fulda, FRG/TSA*	*46*
238	*Lakehurst, NJ/Navy*	46
239	Corpus Christi, TX/Navy	45
240	Chanute AFB, IL/AFCOMS	45
241	*Baumholder, FRG/TSA*	*45*
242	*Grafenwoehr, FRG/TSA*	*45*
243	Ft. McNair, DC/TSA	44
244	White Sands Missile Range, NM/TSA	44
245	Plattsburgh AFB, NY/ AFCOMS	44
246	*Sembach AB, FRG/AFCOMS*	*44*
247	Bangor, WA/Navy	44
248	Athens, GA/Navy	44
249	*Kitzingen, FRG/TSA*	*43*
250	Philadelphia, PA/Navy	43
251	Gulfport, MS/Navy	43
252	Edgewood Arsenal, MD/TSA	42
253	K.I. Sawyer AFB, MI/ AFCOMS	42
254	Vance AFB, OK/AFCOMS	42
255	*Hellenikon Br., Greece/ AFCOMS*	*42*
256	*RAF Menwith Hill, UK/ AFCOMS*	*42*
257	*Chievres, Belgium/TSA*	*42*
258	*Zweibruecken, FRG/TSA*	*42*
259	Novato (Hamilton), CA/Navy	42
260	*San Miguel, PI/Navy*	*42*
261	New River, NC/USMC	41
262	*Aviano AB, Italy/AFCOMS*	*41*
263	*Bertchesgaden, FRG/TSA*	*41*
264	*Giessen, FRG/TSA*	*41*
265	*Wildflecken, FRG/TSA*	*41*
266	Key West, FL/Navy	41
267	Fallon, NV/Navy	41
268	Whiting Field, FL/Navy	41
269	Yuma, AZ/USMC	40
270	*RAF Chicksands, UK/ AFCOMS*	*40*
271	*Bremerhaven, FRG/TSA*	*40*
272	*Ludwigsburg, FRG/TSA*	*40*
273	Lemoore, CA/Navy	40
274	Meridian, MS/Navy	40
275	*Keflavik, Iceland/Navy*	*40*
276	*Torrejon AB, Spain/AFCOMS*	*40*
277	Arnold AFB, TN/AFCOMS	39
278	Wurtsmith AFB, MI/AFCOMS	39
279	Reese AFB, TX/AFCOMS	39
280	Stockton, CA/Navy	39
281	Point Mugu, CA/Navy	39
282	Barstow, CA/USMC	38
283	Cannon AFB, NM/AFCOMS	38
284	*Amberg, FRG/TSA*	*38*
285	*Ansbach, FRG/TSA*	*38*
286	*Heilbronn, FRG/TSA*	*38*
287	*Munich, FRG/TSA*	*38*
288	*Schwaebisch Gmeund, FRG/ TSA*	*38*
289	Sierra AD, CA/TSA	37
290	Grissom AFB, IN/AFCOMS	37
291	*RAF Fairford, UK/AFCOMS*	*37*
292	*Bindlach, FRG/TSA*	*37*
293	*Adak, AK/Navy*	*37*
294	San Onofre, CA/USMC	36
295	*Makiminato, Okinawa/ AFCOMS*	*36*
296	*Royal Oaks HA, Spain/ AFCOMS*	*36*
297	ARDC (Picatinny), PA/TSA	35
298	Richmond DGSC, VA/TSA	35
299	Los Angeles AFB, CA/ AFCOMS	35
300	Laughlin AFB, TX/AFCOMS	35
301	*Aschaffenburg, FRG/TSA*	*35*
302	*Illesheim, FRG/TSA*	*35*
303	*Livorno, Italy/TSA*	*35*
304	Yorktown, VA/Navy	35
305	*Iraklion AS, Greece/AFCOMS*	*34*
306	*Zaragoza, Spain/AFCOMS*	*34*
307	*Izmir, Turkey/AFCOMS*	*34*
308	*San Vito AS, Italy/AFCOMS*	*34*
309	*Atsugi, Japan/Navy*	*34*
310	*Hellenikon AB, Greece/ AFCOMS*	*33*
311	Winter Harbor, ME/Navy	33
312	Charleston NS, SC/Navy	33
313	Treasure Island, CA/Navy	33
314	*RAF Greenham Common, UK/AFCOMS*	*32*
315	*Misawa AB, Japan/AFCOMS*	*32*
316	*Bad Kreuznach, FRG/TSA*	*32*
317	*Bad Nauheim, FRG/TSA*	*32*
318	*Gelnhausen, FRG/TSA*	*32*
319	New Cumberland, PA/TSA	32
320	*Darmstadt, FRG/TSA*	*31*
321	*Schinnen, NL/TSA*	*31*
322	Beeville, TX/Navy	31
323	*Cairo, Egypt/TSA*	*30*
324	*Karlsruhe, FRG/TSA*	*30*
325	Scotia, NY/Navy	30
326	Albany, GA/USMC	29
327	*Crailsheim, FRG/TSA*	*29*
328	El Centro, CA/Navy	29
329	*Ft. Greely, AK/TSA*	*28*
330	*Sagamihara, Japan/TSA*	*28*
331	*Bad Hersfeld, FRG/TSA*	*28*
332	*Kelley Barracks, FRG/TSA*	*28*
333	*Worms, FRG/TSA*	*28*
334	Avon Park Range, FL/ AFCOMS	27
335	*Hessisch-Oldendorf, FRG/ AFCOMS*	*27*
336	*Dharhan, Saudi Arabia/TSA*	*27*
337	*Wertheim, FRG/TSA*	*27*
338	*Hohenfels, FRG/TSA*	*26*
339	*Edzell, Scotland/Navy*	*26*
340	Holbrook AFB, AZ/AFCOMS	25
341	*Oslo, Norway/AFCOMS*	*25*
342	*Camp New Amsterdam, NL/ AFCOMS*	*25*
343	Kingsville, TX/Navy	25
344	*Garmisch, FRG/TSA*	*24*

Continued on page 125

All-Service Commissary Sales by Geographic Locations

Country

	DoD Total	% of DoD	Air Force	Army	Navy	USMC
Australia	541,752	.08	–	–	541,752	–
Azores	4,357,463	.63	4,357,463	–	–	–
Belgium	5,371,224	.78	–	5,371,224	–	–
Bermuda	3,927,501	.57	–	–	3,927,501	–
Canada	669,136	.10	–	–	669,136	–
Cuba	5,032,032	.73	–	–	5,032,032	–
Egypt	1,587,268	.23	–	1,587,268	–	–
Germany	324,653,777	47.16	70,120,615	254,533,162	–	–
Greece	6,363,125	.92	6,363,125	–	–	–
Iceland	3,741,677	.54	–	–	3,741,677	–
Italy	24,553,034	3.57	5,912,815	7,373,430	11,266,789	–
Japan	85,237,765	12.38	64,522,441	5,586,591	12,304,349	2,824,384
Korea	63,863,323	9.28	18,588,562	44,882,075	392,686	
Netherlands	7,287,585	1.06	3,235,440	4,052,145	–	–
Norway	775,288	.11	775,288	–	–	–
Panama	29,651,330	4.31	–	29,651,330	–	–
Philippines	40,401,577	5.87	27,972,028	–	12,429,549	–
Saudi Arabia	5,586,145	.81	–	5,586,145	–	–
Spain	15,844,976	2.30	10,363,846	–	5,481,130	–
Turkey	8,785,444	1.28	8,785,444	–	–	–
United Kingdom	50,202,133	7.29	44,974,404	–	5,227,729	–
Totals	**$688,433,555**	**100.0%**	**$265,971,471**	**$358,623,370**	**$61,014,330**	**$2,824,384**

State

	DoD Total	% of DoD	Air Force	Army	Navy	USMC
Alabama	87,419,738	2.24	31,740,781	55,678,957	–	–
Alaska	57,770,184	1.48	34,794,482	19,246,421	3,729,281	–
Arizona	100,221,881	2.56	76,100,296	18,045,398	–	6,076,187
Arkansas	37,113,922	.95	37,113,922	–	–	–
California	582,629,456	14.90	226,792,230	67,803,539	229,365,089	58,668,598
Colorado	120,664,305	3.09	76,020,629	44,643,676	–	–
Connecticut	22,803,530	.58	–	–	22,803,530	–
Delaware	17,860,246	.46	17,860,246	–	–	–
District of Columbia	51,967,634	1.33	20,543,008	31,424,626	–	–
Florida	269,973,656	6.90	172,869,549	–	97,104,016	–
Georgia	156,769,734	4.01	28,989,564	119,520,209	2,940,655	5,319,306
Guam	33,113,113	.48	14,486,180	–	18,626,933	–
Hawaii	134,767,578	3.45	30,349,271	29,618,591	62,546,775	12,252,941
Idaho	11,779,256	.30	11,779,256	–	–	–
Illinois	65,449,971	1.67	38,775,880	26,674,091	–	–
Indiana	40,665,985	1.04	8,734,684	16,257,714	15,673,587	–
Iowa	–	–	–	–	–	–
Kansas	54,123,872	1.38	15,493,342	38,630,530	–	–
Kentucky	69,548,229	1.78	–	69,548,229	–	–
Louisiana	81,445,492	2.08	49,333,687	21,721,365	10,390,440	–
Maine	17,233,969	.44	8,052,957	–	9,181,012	–
Maryland	106,787,211	2.73	35,368,128	54,924,013	15,495,070	–
Massachusetts	35,747,072	.91	19,696,384	16,049,688	–	–
Michigan	28,664,885	.73	17,433,580	11,231,305	–	–
Minnesota	–	–	–	–	–	–
Mississippi	49,856,980	1.28	40,457,945	–	9,399,035	–
Missouri	28,492,727	.73	10,112,769	18,379,958	–	–
Montana	11,579,314	.30	11,579,314	–	–	–
Nebraska	31,674,158	.81	31,674,158	–	–	–
Nevada	37,842,822	.96	35,863,256	–	1,979,566	–
New Hampshire	19,248,807	.49	19,248,807	–	–	–
New Jersey	64,331,767	1.65	43,460,802	18,069,450	2,801,515	–
New Mexico	54,310,825	1.39	50,709,259	3,601,566	–	–
New York	67,930,567	1.74	25,906,114	31,569,754	10,454,699	–
North Carolina	113,606,957	2.91	15,942,147	50,784,798	–	46,880,012
North Dakota	18,633,284	.48	18,633,284	–	–	–
Ohio	40,849,006	1.05	40,849,006	–	–	–
Oklahoma	80,690,772	2.06	48,541,568	32,149,204	–	–
Oregon	–	–	–	–	–	–
Pennsylvania	40,897,343	1.05	–	31,910,096	8,987,247	–
Puerto Rico	30,005,984	.77	–	22,378,775	7,627,209	–

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Rhode Island	12,989,892	.33	–	–	12,989,892	–
South Carolina	102,537,718	2.62	52,043,098	22,576,681	19,895,501	–
South Dakota	13,158,654	.34	13,158,654	–	–	–
Tennessee	20,254,509	.52	3,774,135	–	16,480,374	–
Texas	371,203,778	9.50	223,811,630	135,713,863	11,678,285	–
Utah	23,172,467	.59	21,431,374	1,741,093	–	–
Vermont	–	–	–	–	–	–
Virginia	324,060,661	8.29	35,794,310	163,685,689	101,935,511	22,645,151
Washington	156,694,570	4.01	65,624,217	41,444,948	49,625,405	–
West Virginia	–	–	–	–	–	–
Wisconsin	–	–	–	–	–	–
Wyoming	10,494,201	.27	10,494,201	–	–	–
Totals	**$3,909,038,591**	**100.0%**	**$1,792,739,104**	**$1,215,024,227**	**$741,710,627**	**$159,864,633**

Note: Details may not add to totals due to rounding.

All-Service Commissary Store Rankings by Total Sq. Ft. of Sales Area

* Indicates Army TSA store with grocery annex(es). Annex(es) totals are added to store total. Overseas stores are shown in italics and are ranked separately from CONUS stores. Parent agency or branch of service for each commissary is shown to right of store name and location.

AFCOMS–Air Force Commissary Service

NAVY–Navy Resale System

TSA–U.S. Army Troop Support Agency

USMC–U.S. Marine Corps

Rank	Store/Parent Organization	Total Sq. Ft.
1	Carswell AFB, TX/AFCOMS	50,000
2	Lackland AFB, TX/AFCOMS	43,870
3	Ft. Bragg, NC/TSA	42,134*
4	Wright-Patterson AFB, OH/AFCOMS	39,750
5	McGuire AFB, NJ/AFCOMS	39,444
6	Miramar, CA/Navy	38,600
7	Ft. Hood, TX/TSA	36,551*
8	Little Creek, VA/Navy	35,912
9	Lowry AFB, CO/AFCOMS	35,413
10	McClellan AFB, CA/AFCOMS	35,000
11	Randolph AFB, TX/AFCOMS	33,628
12	McChord AFB, WA/AFCOMS	32,979
13	Ft. Sill, OK/TSA	32,951
14	Ft. Benning, GA/TSA	32,729
15	San Diego NS, CA/Navy	32,590
16	Ft. Bliss, TX/TSA	32,538*
17	Offutt AFB, NE/AFCOMS	32,205
18	Cameron Station, VA/TSA	31,616
1	*Schofield Barracks, HI/TSA*	*31,452**
2	*Elmendorf AFB, AK/AFCOMS*	*31,129*
19	Hanscom AFB, MA/AFCOMS	31,125
20	Ft. Knox, KY/TSA	31,025
21	Keesler AFB, MS/AFCOMS	30,689
22	Orlando, FL/Navy	30,155
23	March AFB, CA/AFCOMS	29,480
24	Maxwell AFB, AL/AFCOMS	29,400
3	*Yongsan, Korea/TSA*	*29,387*
25	Tyndall AFB, FL/AFCOMS	29,385
4	*Kadena AB, Okinawa, JA/AFCOMS*	*29,225*
26	Barksdale AFB, LA/AFCOMS	29,143
27	Mather AFB, CA/AFCOMS	29,000
28	Tinker AFB, OK/AFCOMS	29,000
29	Andrews AFB, MD/AFCOMS	28,827
30	Little Rock AFB, AR/AFCOMS	28,616
31	Patrick AFB, FL/AFCOMS	28,137
32	Ft. Stewart, GA/TSA	27,953
33	Nellis AFB, NV/AFCOMS	27,593
34	Los Angeles AFB, CA/AFCOMS	27,510
35	Ft. Meade, MD/TSA	27,178*
36	Ft. Sam Houston, TX/TSA	26,904
37	Long Beach, CA/Navy	26,800
38	Kirtland AFB, NM/AFCOMS	26,638
39	Langley AFB, VA/AFCOMS	26,532
40	Robins AFB, GA/AFCOMS	26,522
41	Ft. Belvoir, VA/TSA	26,385
42	Travis AFB, CA/AFCOMS	26,350
43	El Toro, CA/USMC	26,250
44	Camp Pendleton, CA/USMC	26,240
45	Charleston AFB, SC/AFCOMS	26,000
46	Walter Reed AMC, DC/TSA	25,858
47	Ft. Campbell, KY/TSA	25,770
48	Charleston NS, SC/Navy	25,727
49	Norfolk, VA/Navy	25,711
50	Pease AFB, NH/AFCOMS	25,506
51	Davis-Monthan AFB, AZ/AFCOMS	25,400
52	McDill AFB, FL/AFCOMS	25,280
53	Ft. Lee, VA/TSA	25,240
54	Bergstrom AFB, TX/AFCOMS	25,196
55	Luke AFB, AZ/AFCOMS	25,100
56	Sheppard AFB, TX/AFCOMS	25,000
57	Tarawa Terrace, NC/USMC	24,756
58	Chanute AFB, IL/AFCOMS	24,690
5	*Pearl Harbor, HI/Navy*	*24,641*
6	*Ramstein AB, FRG/AFCOMS*	*24,616*
59	Dover AFB, DE/AFCOMS	24,544
60	Hill AFB, UT/AFCOMS	24,352
61	Eglin AFB, FL/AFCOMS	24,192
62	Ft. Monmouth, NJ/TSA	24,064
63	McConnell AFB, KS/AFCOMS	24,054
64	Scott AFB, IL/AFCOMS	24,000
65	Vandenberg AFB, CA/AFCOMS	23,962
66	Oceana, VA/Navy	23,839
67	Bolling AFB, DC/AFCOMS	23,808
68	Norton AFB, CA/AFCOMS	23,758
69	Ft. Eustis, VA/TSA	23,669*
70	Ft. Riley, KS/TSA	23,500
71	Holloman AFB, NM/AFCOMS	23,427
72	Presidio of S.F., CA/TSA	23,264
73	Peterson AFB, CO/AFCOMS	23,144
7	*Clark AB, PI/AFCOMS*	*23,128*
74	Alameda, CA/Navy	22,835
75	Castle AFB, CA/AFCOMS	22,760
76	Pensacola, FL/Navy	22,720
77	Ft. Gordon, GA/TSA	22,712
78	Ft. Gillem, GA/TSA	*22,156*
8	*Hickam AFB, HI/AFCOMS*	*22,144*
79	Bangor, WA/NAVY	22,000
80	Hadnot Point, NC/USMC	22,000
81	Williams AFB, AZ/AFCOMS	21,986
82	Ft. Carson, CO/TSA	21,864
83	New London, CT/Navy	21,685
84	Portsmouth, VA/Navy	21,346
85	Quantico, VA/USMC	21,300
86	Redstone Arsenal, AL/TSA	21,279
87	Edwards AFB, CA/AFCOMS	21,200
9	*Misawa, Japan/AFCOMS*	*21,151*
88	Homestead AFB, FL/AFCOMS	20,962
89	Granite City AD, IL/TSA	20,789
10	*Osan AB, Korea/AFCOMS*	*20,250*
11	*Giessen, FRG/TSA*	*20,123**
90	Ft. Huachuca, AZ/TSA	20,008
91	Plattsburgh AFB, NY/AFCOMS	19,933
92	Grissom AFB, IN/AFCOMS	19,833
93	Jacksonville, FL/Navy	19,728
94	Ft. Polk, LA/TSA	19,642
95	Novato, CA/Navy	19,500
96	Fairchild AFB, *WA/AFCOMS*	19,311
12	*Frankfurt, FRG/TSA*	*19,291**
13	*Bremerhaven, FRG/TSA*	*19,152**
97	Ft. Myer, VA/TSA	19,050
14	*Heidelberg, FRG/TSA*	*18,910*
98	Great Lakes, IN/Navy	18,700
99	Cherry Point, NC/USMC	18,655
100	Ft. Leonard Wood, MO/TSA	18,512
101	Ft. Leavenworth, KS/TSA	18,437
102	Whiteman AFB, MO/AFCOMS	18,313
103	Moffett Field, CA/Navy	18,280
104	Cannon AFB, NM/AFCOMS	18,240
105	Ft. Ord, CA/TSA	18,190
15	*Ft. Buchanan, PR/TSA*	*18,084*
106	Dyess AFB, TX/AFCOMS	18,000
107	Memphis, TN/Navy	17,600
108	Philadelphia, PA/Navy	17,502
109	Hunter AAF, GA/TSA	17,500
110	K.I. Sawyer AFB, MI/AFCOMS	17,428
111	Ellsworth AFB, SD/AFCOMS	17,358
16	*Berlin (Free Zone), FRG/TSA*	*17,352*
17	*Vogelweh, FRG/AFCOMS*	*17,349*
112	Ft. Rucker, AL/TSA	17,200
113	Wurtsmith AFB, MI/AFCOMS	17,133
114	Seymour Johnson AFB, NC/AFCOMS	17,035

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Rank	Store/Parent Organization	Total Sq. Ft.
115	Griffiss AFB, NY/AFCOMS	17,000
116	Kings Bay, GA/Navy	17,000
117	Malmstrom AFB, MT/AFCOMS	17,000
118	Lemoore, CA/Navy	16,870
119	Mare Island, CA/Navy	16,840
120	Moody AFB, GA/AFCOMS	16,808
18	*Sagamihara, Japan/TSA*	*16,792**
121	Port Hueneme, CA/Navy	16,700
122	Ft. Lewis, WA/TSA	16,605
123	Columbus AFB, MS/AFCOMS	16,500
124	New Cumberland, PA/TSA	16,490
125	Ft. Ben Harrison, IN/TSA	16,336
126	USAF Academy, CO/AFCOMS	16,238
127	Reese AFB, TX/AFCOMS	16,208
128	Gunter AFB, AL/AFCOMS	16,160
19	*Butler, Okinawa, JA/AFCOMS*	*16,100*
20	*Torrejon AB, Spain/AFCOMS*	*15,893*
21	*Ft. Richardson, AK/TSA*	*15,713*
129	Kelly AFB, TX/AFCOMS	15,710
130	New Orleans, LA/Navy	15,458
22	*Fuerth, FRG/TSA*	*15,378**
23	*Darmstadt, FRG/TSA*	*15,341**
131	Albany, GA/USMC	15,325
24	*Guam/Navy/AFCOMS*	*15,303*
25	*Andersen AFB, Guam/AFCOMS*	*15,300*
26	*Rhein Main AB, FRG/AFCOMS*	*15,300*
132	Ft. McClellan, AL/TSA	15,286
133	Grand Forks AFB, ND/AFCOMS	15,250
27	*Karlsruhe, FRG/TSA*	*15,197**
134	Mt. Home AFB, ID/AFCOMS	15,094
135	Shaw AFB, SC/AFCOMS	15,000
136	Ft. Devens, MA/TSA	14,705
28	*Yokosuka, Japan/Navy*	*14,600*
29	*Yokota, Japan/AFCOMS*	*14,490*
137	North Island,CA/Navy	14,415
138	Newport, RI/Navy	14,346
139	Aberdeen Prov. Grnds., MD/TSA	14,229
30	*Weisbaden, FRG/TSA*	*14,138**
31	*Baumholder, FRG/TSA*	*14,055**
140	Corpus Christi, TX/Navy	14,024
141	F.E. Warren AFB, WY/AFCOMS	13,963
142	George AFB, CA/AFCOMS	13,943
32	*Bitburg AB, FRG/AFCOMS*	*13,877*
33	*Kaneohe Bay, HI/USMC*	*13,800*
143	Seattle, WA/Navy	13,500
144	Annapolis, MD/Navy	13,374
34	*RAF Lakenheath, UK/AFCOMS*	*13,320*
145	San Diego NTC, CA/Navy	13,238
35	*RAF Bentwaters, UK/TSA*	*12,979*
146	England AFB, LA/AFCOMS	12,930
147	Ft. McNair, DC/TSA	12,911*
36	*Schweinfurt, FRG/TSA*	*12,880*
148	Minot AFB, ND/AFCOMS	12,872
149	Beale AFB, CA/AFCOMS	12,802
150	Parris Island, SC/USMC	12,737
151	Yuma, AZ/USMC	12,630
37	*RAF Upper Heyford, UK/AFCOMS*	*12,624*
152	Richmond DGSC, VA/TSA	12,586
153	Loring AFB, ME/AFCOMS	12,404
154	Whidbey Island, WA/*Navy*	12,354
155	Bremerton, WA/Navy	12,352
156	Mitchel Field, NY/Navy	12,290
157	Laughlin AFB, TX/AFCOMS	12,220
158	Carlisle Barracks, PA/TSA	12,072
38	*Ansbach, FRG/TSA*	*11,961*
159	Mayport, FL/Navy	11,700

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Rank	Store/Parent Organization	Avg. Mo. Sales/SF
345	Indian Sprg. Fld., NV/AFCOMS	23
346	Cutler, ME/Navy	23
347	*Sasebo, Japan/Navy*	22
348	Dugway Prov. Grnds., UT/TSA	21
349	Camp Merrill, VA/TSA	20
350	*Schwaebisch Hall, FRG/TSA*	*20*
351	Ft. Fisher AFS, NC/AFCOMS	19
352	*RAF Wethersfield, UK/AFCOMS*	*19*
353	Dahlgren, VA/Navy	19
354	*Lualualei, HI/Navy*	*19*
355	Makah AFS, WA/AFCOMS	18
356	*Bad Toelz, FRG/TSA*	*18*
357	*Idar Oberstein, FRG/TSA*	*18*
358	*Jidda, Saudi Arabia/TSA*	*18*
359	Yuma Prov. Grnds., AZ/TSA	17
360	Port Austin AFS, MI/AFCOMS	17
361	Calumet AFS, MI/AFCOMS	16
362	Crane, IN/Navy	16
363	*Bad Aibling, FRG/TSA*	*15*
364	*Exmouth, AUS/Navy*	*15*
365	North Truro AFS, MA/AFCOMS	14
366	*Ankara, Turkey/AFCOMS*	*14*
367	*Chinhae, Korea/Navy*	*14*
368	Gila Bend Aux. Fld., AZ/AFCOMS	12
369	*Preum AS, FRG/AFCOMS*	*8*
370	*Argentia, Nfdlnd./Navy*	*8*
371	*RAF Sculthorpe, UK/AFCOMS*	*4*
372	*Trier HA, FRG/AFCOMS*	*3*
373	Kings Bay, GA/Navy	3
374	*RAF Burtonwood, UK/AFCOMS*	*2*
375	*Kinser, Okinawa/AFCOMS*	*0*

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Rank	Store/Parent Organization	Total Sq. Ft.
160	Brunswick, ME/Navy	11,662
161	Edgewood Arsenal, MD/TSA	11,658
[illegible]	*Corozal, Panama/TSA*	*11,564*
162	Goodfellow AFB, TX/AFCOMS	11,440
163	Ft. Hamilton, NY/TSA	11,400
164	Myrtle Beach AFB, SC/AFCOMS	11,272
40	*Hanau, FRG/TSA*	*11,147**
165	Hurlburt AFB, FL/AFCOMS	11,132
41	*Schinnen, NL/TSA*	*11,053*
166	29 Palms, CA/USMC	11.000
42	*Bad Kreuznach, FRG/TSA*	*10,937**
43	*Ashaffenburg, FRG/TSA*	*10,881*
44	*Ankara, Turkey/AFCOMS*	*10,856*
45	*Robinson Barracks, FRG/TSA*	*10,735*
167	Blytheville AFB, AR/AFCOMS	10,684
46	*Chievres, Belgium/TSA*	*10,609*
47	*Munich, FRG/TSA*	*10,580*
48	*Camp New Amsterdam, NL/Navy*	*10,579*
168	Charleston NWS, SC/Navy	10,540
49	*Hahn AB, FRG/AFCOMS*	*10,312*
169	Ft. Jackson, SC/TSA	10,280
170	Cecil Field, FL/Navy	10,226
171	Gulfport, MS/Navy	10,076
50	*RAF Alconbury, UK/AFCOMS*	*10,000*
172	Altus AFB, OK/ AFCOMS	9,952
51	*Augsburg, FRG/TSA*	*9,749*
173	Treasure Island, CA/Navy	9,696
174	Selfridge ANG, MI/TSA	9,687
52	*Barbers Point, HI/Navy*	*9,660*
175	Vance AFB, OK/AFCOMS	9,570
53	*Kelly Barracks, FRG/TSA*	*9,465*
54	*Roosevelt Roads, PR/Navy*	*9,440*
55	*Zweibruecken, FRG/TSA*	*9,430*
176	Patuxent, MD/Navy	9,406
56	*Kitzingen, FRG/TSA*	*9,353*
57	*Bamberg, FRG/TSA*	*9,332*
58	*Heilbronn, FRG/TSA*	*9,328**
59	*Mannheim, FRG/TSA*	*9,277*
177	Brooks AFB, TX/AFCOMS	9,240
178	Key West, FL/Navy	9,139
60	*Eielson AFB, AK/AFCOMS*	*9,130*
61	*Gelnhausen, FRG/TSA*	*9,071**
179	Tobyhanna AD, PA/TSA	9,000
62	*Rota, Spain/Navy*	*8,716*
180	Fitzsimons AMC, CO/TSA	8,712
181	Meridian, MS/Navy	8,702
182	Ft. Sheridan, IL/TSA	8,698
183	San Onofre, CA/USMC	8,674
63	*Adak, AK/Navy*	*8,480*
184	Yuma Prov. Grnds., AZ/TSA	8,436
64	*Makiminato, Okinawa, JA/AFCOMS*	8,412
65	*Grafenwoehr, FRG/TSA*	*8,403**
66	*Hellenikon AB, Greece/AFCOMS*	*8,395*
67	*Sembach AB, FRG/AFCOMS*	*8,352*
185	Scotia, NY/Navy	8,200
68	*Incirlik, Turkey/AFCOMS*	*8,192*
186	Ft. McPherson, GA/TSA	8,100
69	*Guantanamo Bay, Cuba/Navy*	*8,100*
70	*Wuerzburg, FRG/TSA*	*8,100*
187	Vint Hill Farms, VA/TSA	8,088
71	*Ft. Wainwright, AK/TSA*	*8,066*
188	Ft. Monroe, VA/TSA	8,049
189	Arnold AFB, TN/AFCOMS	8,040
190	Whiting Field, FL/Navy	7,870
72	*Keflavik, Iceland/Navy*	*7,784*
73	*Spangdahlem AB, FRG/AFCOMS*	*7,664*
191	Point Mugu, CA/Navy	7,520
192	Stockton, CA/Navy	7,422
74	*RAF Greenham Common, UK/AFCOMS*	*7,213*
75	*Pirmasens, FRG/TSA*	*7,209**
76	*Worms, FRG/TSA*	*7,125*
193	Dugway Prov. Grnds., UT/TSA	7,056
194	Yorktown, VA/Navy	7,056
77	*Subic Bay, PI/Navy*	*7,032*
195	Rock Island, IL/TSA	6,944
78	*Aviano AB, Italy/Navy*	*6,840*
79	*Naples, Italy/Navy*	*6,804*
196	White Sands, NM/TSA	6,768
80	*Argentia, Nflnd., Canada/Navy*	*6,726*
81	*Fulda, FRG/TSA*	*6,718*
197	Kingsville, TX/Navy	6,700
198	ARDC (Picatinny), PA/TSA	6,400
82	*Lajes Field, Azores/AFCOMS*	*6,354*
199	New River, NC/USMC	6,344
83	*Atsugi, Japan/Navy*	*6,326*
84	*Ft. Greely, AK/TSA*	*6,290*
200	Barstow, CA/USMC	6,283
85	*San Vito AS, Italy/AFCOMS*	*6,270*
86	*Bad Nauheim, FRG/TSA*	*6,176*
201	Oakdale ASC, PA/TSA	6,000
202	Stewart ASE, NY/TSA	5,900
87	*Taegu, Korea/TSA*	*5,900*
88	*Neu Ulm, FRG/TSA*	*5,717*
89	*Bermuda*/Navy	*5,607*
203	Ft. Irwin, CA/TSA	5,554
90	*Livorno, Italy*/TSA	*5,540*
204	Ft. Ritchie, MD/TSA	5,500
205	Beeville, TX/Navy	5,464
206	West Point, NY/TSA	5,450
91	*RAF Fairford, UK/AFCOMS*	*5,421*
92	*Kobbe/Howard, Panama/TSA*	*5,400*
93	*Zaragoza, Spain/AFCOMS*	*5,384*
94	*Wildflecken, FRG/TSA*	*5,272**
95	*Izmir, Turkey/AFCOMS*	*5,220*
96	*Ft. Gulick, Panama/TSA*	*5,200*
207	Lakehurst, NJ/Navy	5,075
97	*Iwakuni, JA/USMC*	*5,010*
98	*Dharhan, Saudi Arabia/TSA*	*4,960*
99	*Holy Loch, UK/Navy*	*4,841*
100	*RAF Chicksands, UK/AFCOMS*	*4,725*
101	*Illesheim, FRG/TSA*	*4,701*
208	Dahlgren, VA/Navy	4,593
102	*Bad Toelz, FRG/TSA*	*4,572*
103	*Riyadh, Saudi Arabia/TSA*	*4,507*
209	Sierra AD, CA/TSA	4,500
104	*Cairo, Egypt/TSA*	*4,476*
105	*Patch Barracks, FRG/SA*	*4,464*
106	*Ludwigsburg, FRG/TSA*	*4,428*
107	*Preum AS, FRG/AFCOMS*	*4,409*
210	Athens, GA/Navy	4,400
211	Ft. Drum, NY/TSA	4,347
108	*Bad Aibling, FRG/TSA*	*4,310*
109	*Schwaebisch Gmuend, FRG/TSA*	*4,222*
110	*Iraklion AS, Greece/AFCOMS*	*4,206*
111	*Sigonella, Italy/Navy*	*4,125*
112	*Lualualei, HI/Navy*	*4,009*
212	Fallon, NV/Navy	4,000
113	*RAF Wethersfield, UK/AFCOMS*	*3,945*
213	China Lake, CA/Navy	3,927
214	Seneca AD, NY/TSA	3,866
114	*Schwaebisch Hall, FRG/TSA*	*3,816*
115	*Vicenza, Italy/TSA*	*3,732*
116	*Wertheim, FRG/TSA*	*3,617*
117	*Edzell, Scotland, UK/Navy*	*3,474*
118	*Hohenfels, FRG/TSA*	*3,390**
119	*Bad Hersfeld, FRG/TSA*	*3,390*
120	*Trier HA, FRG/AFCOMS*	*3,348*
121	*Garmisch, FRG/TSA*	*3,315*
122	*Sasebo, Japan/Navy*	*3,208*
123	*Hessisch-Oldendorf, FRG/AFCOMS*	*3,173*
124	*RAF Sculthorpe, UK/AFCOMS*	*3,148*
215	Fort Fisher AFS, NC/AFCOMS	3,120
125	*Jidda, Saudi Arabia/TSA*	*3,106*
216	Lexington, KY/TSA	3,081
126	*Exmouth, Australia*/Navy	*3,077*
217	Oakland AB, CA/TSA	3,072
218	Avon Park Range, FL/AFCOMS	3,012
127	*Mainz, FRG/TSA*	*2,990**
128	*RAF Menwith Hill, UK/AFCOMS*	*2,926*
219	El Centro, CA/Navy	2,720
220	Gila Bend AAF, AZ/AFCOMS	2,663
129	*Hellenikon Branch, Greece/AFCOMS*	*2,653*
221	Crane, IN/Navy	2,650
130	*Amberg, FRG/TSA*	*2,640*
131	*Idar Oberstein, FRG/TSA*	*2,580*
132	*Oslo, Norway/AFCOMS*	*2,571*
133	*Goeppingen, FRG/TSA*	*2,547*
222	North Truro, AFS, MA/AFCOMS	2,540
134	*San Miguel, PI/Navy*	*2,514*
135	*Chinhae, Korea/Navy*	*2,400*
136	*Crailsheim, FRG/TSA*	*2,390*
137	*Bad Kissingen, FRG/AFCOMS*	*2,347*
138	*Berchtesgaden, FRG/TSA*	*2,296*
139	*Bindlach, FRG/TSA*	*2,240*
223	Cutler, ME/Navy	2,252
140	*Erlangen, FRG/TSA*	*2,140*
224	Winter Harbor, ME/Navy	1,876
141	*Pusan, Korea/TSA*	*1,822*
225	Indian Spgs. Fld., NV/AFCOMS	1,721
226	Calumet AFS, MI/AFCOMS	1,670
142	*La Maddalena, Italy/Navy*	*1,500*
227	Port Austin AFS, MI/AFCOMS	1,490
228	Makah AFS, WA/AFCOMS	1,478
229	Camp Merrill, GA/TSA	1,416
143	*Royal Oaks HA, Spain/AFCOMS*	*1,315*
144	*RAF Burtonwood, UK/AFCOMS*	*1,127*
230	Holbrook AFB, AZ/AFCOMS	592
145	*Kinser, Okinawa, JA/AFCOMS*	*0*

It's A Fact!

Worldwide military commissary sales (unadjusted) have shown an increase in every fiscal year for the past three years.

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Interservice

THE JOURNAL OF THE AMERICAN LOGISTICS ASSOCIATION

SUMMER 1986

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BETHESDA, MD 20814

Keeping Them Plugged In

Small Appliances Are BIG At The Exchange

Also In This Issue:
- Health & Beauty Aids Marketing
- Club Management & Operations

SPECIAL FEATURE:
ALA's 5th Annual Exchange Sales Report

PUBLISHED BY THE AMERICAN LOGISTICS ASSOCIATION

Interservice

THE QUARTERLY JOURNAL FOR THE INTERNATIONAL AND MILITARY/GOVERNMENT MARKETING PROFESSION

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Interservice (ISSN 0273-7485) Published quarterly by the American Logistics Association, 1133 Fifteenth Street, N.W., Suite 500, Washington, D.C. 20005. Telephone: (202) 466-2520. Telex: 6502459439. Second-class postage paid at Washington, D.C. and additional mailing offices. Statements of fact and opinion are the responsibility of the authors alone and are not necessarily those of the ALA. Unsolicited manuscripts should contain a self-addressed envelope. Responsibility is not assumed for the return of unsolicited material.

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Subscription rate for members is $20, which is included in the dues. U.S. subscription rate to non-members: $20, one year; foreign subscribers add $5. Single copies (current year): $10 (U.S.); $15 (foreign). Back copies: $15 (U.S.); $20 (foreign). Subscribers are requested to notify promptly of any address change. Advertising rates on application. POSTMASTER: Send address changes to American Logistics Association, 1133 Fifteenth Street, N.W., Suite 500, Washington, D.C. 20005.

Printed in the U.S.A. by Byrd Press, Richmond, VA. Graphic design and production by Eason & Associates, Inc., Washington, D.C.

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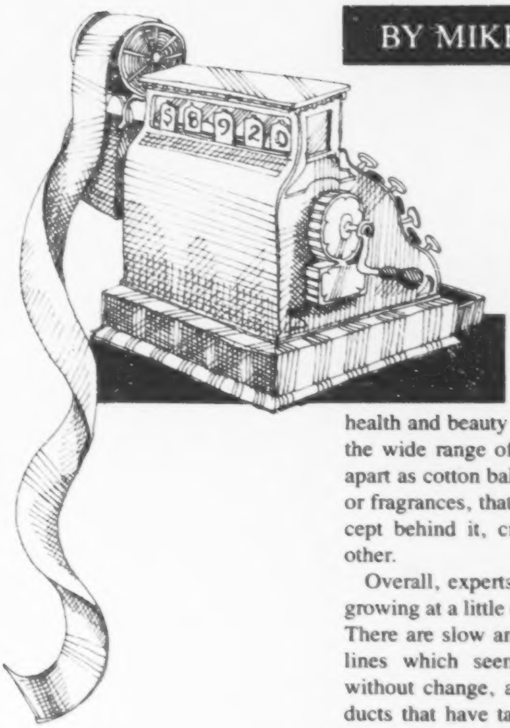
Are You Ready For Therapeutic?

BY MIKE HAWKINS



The one word that probably best describes the most successful health and beauty aid products on the market today is "therapeutic." Given the tremendous ground health and beauty aids (HBAs) cover, and the wide range of prices for items as far apart as cotton balls and upscale makeups or fragrances, that one word, and the concept behind it, crops up more than any other.

Overall, experts say the HBA market is growing at a little over nine percent a year. There are slow and slack areas, there are lines which seem to plod right along without change, and there are those products that have taken off like a runaway freight train.

Mike Hawkins is a San Antonio, TX-based freelance writer. He was on active duty in the U.S. Air Force until last year, serving 11 years as a public affairs specialist. His last six years were spent on assignment to headquarters of the Air Force Commissary Service.

Military patrons in commissaries and exchanges are buying pretty much what their civilian counterparts buy. Bill Frost, military sales manager with Richardson-Vicks, says that sales in military outlets are "in the same ratio" as those in other stores.

"Military patrons aren't really different in this respect," he feels. "One, or maybe both adults in the family, wear a uniform. But they're receiving the same type of advertising messages as civilians when they're stationed in the United States. Even when they're stationed overseas, they want basically the same types of products that they're used to having at home."

Tom Youngerman, director of special markets for Revlon, agrees. "When comparing Military Audits and SAMI reports in the hair care category, I see some very slight differences. But overall, the buying patterns are awfully close. The major brands in retail are pretty much the same as those in the military."

With that fact in mind and to make it easier to look at some of the major HBA categories and product lines, here's a breakdown of products. It's compiled from observations and comments made by industry analysts, military merchandising specialists, sales professionals, and others.

Analgesics

Two things stood out in analgesic sales during 1985, according to Oleh Denysyk, pharmaceutical specialist with the consulting firm of Charles H. Kline and Co., Inc., of Fairfield, N.J.

"Almost everyone lost share in 1985 except Tylenol," he says. "They were big winners in the market share, though of course it remains to be seen what the capsule tampering will do to them in 1986.

Two other winners were Advil and Nuprin. They each jumped from about two percent to around eight or nine percent in just a year. That may not sound like a great deal, but in the $1.4 billion category, that makes a big difference."

Denysyk looks for some changes in advertising strategy in this category in 1986. Particularly, he foresees a campaign to educate the American public about the tamper-resistant packaging that's been in use since 1982.

Antacids

"This is a mature market," Denysyk stresses. "It grew in sales but not units during 1985." Inflation and higher prices were primarily responsible for the sales increase, he says.

The only real action he observed was the increase in market shares for both Tums and Rolaids. He attributes this to their advertising campaigns which highlighted calcium content.

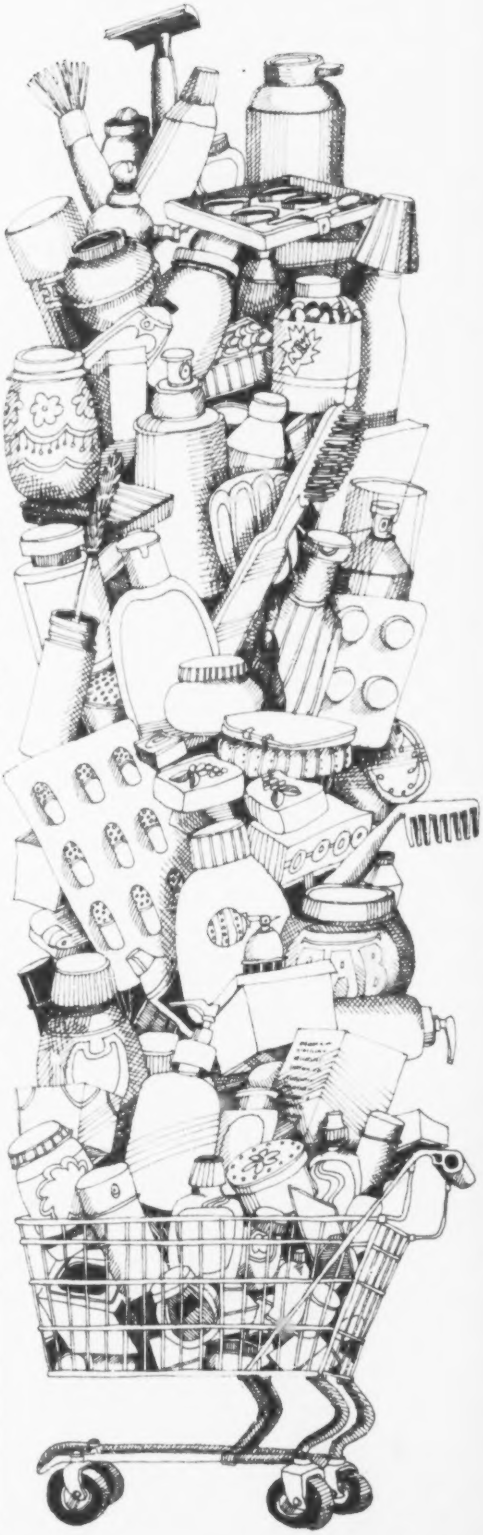
"The public is growing increasingly aware of the therapeutic value of some HBAs. The fact that certain amounts of calcium have beneficial effects in reducing the risks of high blood pressure, colon cancer and osteoporosis helped both Tums and Rolaids."

This tendency towards "proactive" health management is part of the American lifestyle, according to one source. Its thread runs through the whole gamut of HBA sales.

Antiperspirants & Deodorants

The trend in antiperspirant and deodorant sales continues to be solid and stick products, says Susan Babinsky, also of Kline and Co.

"Aerosols are definitely down. But they're not down as dramatically as in the past. Roll-ons continue to be fairly flat with very little change in market share from 1984."



Top Five External Analgesics

Product	Sales Volume*	Share of Market(%)
Vicks Vapo Rub,1.5 oz.	2,813,605	16.1
Grsls Ben Gay, 1.25 oz.	2,473,671	14.1
Vicks Vapo Rub, 3 oz.	1,927,543	11.1
Aspercreme TB, 3 oz.	1,369,629	7.8
Grsls Ben Gay, 3 oz.	1,003,397	5.7
	Top Five Total Market Share	54.8%

*Nov. 84 to Nov. 85
(Source: Towne Oller and Associates, Inc.)

Bath Additives

Some bath additive products did well in 1985. Babinsky cites the success of bath and shower gels, as well as some of the more traditional additives.

"Overall, the adult-positioned products enjoyed a marked success," she maintains. "The key to sales this year was the therapeutic value of the product." If an item did more than just make the skin smell nice, if it offered to help keep it supple or younger looking, it stood a better chance in the marketplace, even at a somewhat higher price than its competitors.

Birth Control

For the most part, over-the-counter birth control products had a very good year. Creams and foams weren't moving too well, according to analysts. At about four or five percent, they were just above inflation. But sponges had a phenomenal 20 percent growth rate, as did home pregnancy diagnostic kits. Gels enjoyed a more moderate but still respectable nine to ten percent increase in sales.

Baby Drugs

While most sales figures of baby drugs or medications are combined with total sales for the various major categories, such as analgesics or skin care, some general statements can be made about sales of HBA's specifically oriented towards infants and small children.

Baby aspirin sales were down because of negative publicity. The well-publicized link between aspirin and Reye's Syndrome in infants had its impact on sales this year. The causal relationship is being expanded now to include a potential link between aspirin use and Reye's in teenagers.

Baby vitamin sales are also declining, according to Kline and Co. They attribute this to the faddish nature of the products.

Top Five Nasal Sprays

Product	Sales Volume*	Share of Market (%)
Afrin, 0.5 oz.	5,670,970	20.5
4-Way, 0.5 oz.	3,068,114	11.1
Duration, 0.5 oz.	2,458,951	8.9
Dristan Mist, 0.5 oz.	2,362,773	8.5
Afrin, 1.0 oz.	2,336,706	8.4
	Top Five Total Market Share	57.4%

*Nov. 84 to Nov. 85
(Source: Towne Oller and Associates, Inc.)

Top Five Cough Syrups

Product	Sales Volume*	Share of Market (%)
Vicks 44D Syrup, 4 oz.	4,615,704	11.0
Robitussin DM, 4 oz.	3,937,709	9.4
Robitussin CF, 4 oz.	2,363,304	5.6
Triaminic Exp., 4 oz.	2,331,428	5.6
Vicks 44 Syrup, 4 oz.	2,325,500	5.5
	Top Five Total Market Share	37.1%

*Nov. 84 to Nov. 85
(Source: Towne Oller and Associates, Inc.)

Top Five Cold Remedies

Product	Sales Volume*	Share of Market (%)
Vicks Nyquil, 6 oz.	10,881,743	6.8
Contac, 10 S	6,156,034	3.8
Vicks Nyquil, 10 oz.	5,818,674	3.6
Sudafed (30 mg), 24 ea.	5,194,849	3.2
Dristan Tab, 24 ea.	5,150,098	3.2
	Top Five Total Market Share	20.6%

*Nov. 84 to Nov. 85
(Source: Towne Oller and Associates, Inc.)

Cold Remedies & Nasal Care

Overall, 1985 was a growth year for cold medications. The addition of Benadryl and Dimetapp to the over-the-counter market helped spur sales seven to eight percent. The $1.6 billion category has an annual growth rate of 13.7 percent.

Cough drop sales were good for the "good tasting" brands, according to Denysyk. Ludens and Smith Brothers enjoyed a somewhat better year than their competitors with the more traditional "medicinal" taste.

Colognes

Both men's and women's colognes were subject to moderate growth in 1985, according to analysts.

"The key issue in the cologne and fragrances market was diversion," said Babinsky at Kline and Co. "There's the legal diversion which some upscale names are practicing, positioning their products which were once reserved for select department stores in smaller, less expensive outlets. And there's the illegal diversion in which products end up in stores they shouldn't be sold through." That type of diversion hurts industry sales overall, since it makes the products available at prices which can oftentimes undercut even exchanges, according to one source.

Dental Care

It's no secret that pumps continued to dominate the market for toothpaste this year. Consumers are just willing to pay the premium to avoid the mess. The pumps have captured a 15 percent market share, up six percent from last year. No one sees that trend slowing.

For the future, manufacturers are challenged to meet new guidelines set down by the American Dental Association. The ADA has established a stringent set of criteria that will allow products to qualify as chemical plaque removers, according to Kline and Co. Currently, none of the products on the market meet the standards. They are billed as mechanical plaque removers, says Babinsky. New technology is called for, and expected, to fill the gap.

Other winners in the dental care market were therapeutic mouthwashes and rinses. Those offering increased cavity fighting potential like Johnson and Johnson's Act gave the customers what they wanted.

In the related dental care market, sales were pretty flat. That was especially true in the soft goods market, which comprises the bulk of sales. Units declined there, but the old standards still kept the major portion of the market. Fixodent remained the number-one denture adhesive cream and Fasteeth kept the top spot in adhesive powders. Together, they accounted for 50 percent of the category's sales.

Eyecare

It was a great year for contact lens care products with a 15 percent increase in sales. The continued popularity of contact lenses promises to bolster this trend. Alcon, Barnes Hind, and Bausch and Lomb remain fixed as the solid leaders in contact lens care products.

Non-contact lens wearers also bought more in the way of eye care products last year. Increased promotions played a large part in the ten percent growth of sales for these items.

Feminine Hygiene

This was a pretty flat market, most agree. There are some changes occurring that may help spur sales. The marketing strategy continues to target younger, more active women.

Some of the Winners for 1985

Product Category	Increased Market Share, 1984–1985
Spermicidal Sponges	20%
Home Pregnancy Diagnostic Kits	20%
Spermicidal Gels	10%
Cold Remedies	13.7%
Contact Lens Care	15%
Eye Care	10%
Bulk Laxatives	13%

Data courtesy Charles H. Kline & Co., Inc.

Footcare

Dr. Scholls is the undisputed leader here, but sales growth has been nothing to dance about at just around five to six percent, according to Denysyk.

In an effort to broaden the market appeal, Scholls is revamping their Foot Beauty line of foot "pampering" products. The line, renamed Smooth Tough, is receiving an entirely new look and will actually be placed on the shelves away from the other foot care products. The hope here is to upgrade the "pedestrian" image of footcare, says one source.

Hair Care

The big news in hair care products for 1985 was styling mousses and gels. Each item doubled in sales in the last year, with styling mousses taking far and away the majority of sales.

There was little growth in the shampoo and conditioner market, says Babinsky at Kline and Co.

"Price and value are still the key ingredients of the customer's buying decision," she emphasizes. "The leaders remain pretty much the same."

Youngerman at Revlon says the biggest change in shampoos and conditioners was the tremendous number of new products introduced in the last 18 months. The movement to "segment" the market into products specifically formulated for different hair styles is having an impact on sales, too.

"The category now has several brands of shampoos specifically formulated for permed hair. We have one for people who swim a lot and with more active lifestyles in general," says Youngerman. He believes this influx of new shampoos is giving the consumer better choices.

The other trend in hair care is also being felt throughout many categories of health and beauty aids. That's the tendency to package "systems" of products. Patrons now find shampoo and conditioner systems that are chemically formulated to work together. This convenience is being extended by Revlon with their Sun and Sport line that will include a shampoo, conditioner and mousse in the system.

There are industry watchers who, like Babinsky, see the market revolving around the solid leaders. One commented that the hair care market was very "faddy" and would fluctuate but return to the "old standards." Whichever philosophy rules will take control of a market that showed sales of $2.6 billion in 1984.

In hair care, products are promoted as "systems."

Other hair care products received mixed reviews during 1985. Permanents, for instance, didn't fare too well. They've dropped in both sales and units for the last two years. Hair colorings have been flat, but there may be some hope for a surge in 1986. Marketing to a younger position the hair coloring products may make greater inroads as "spot colorings." New styles allow greater use of colors in hair among the younger set.

Laxatives

There's not a great deal to be said about changes in this category during 1985. Sales were good. Bulk laxatives were up 12 to 13 percent while others rose about 7 percent.

Linaments

Linaments enjoyed a fairly good year. Appealing to the "social consciousness" of sports enthusiasts continued to have a positive effect on sales, according to Denysyk.

Medicated Cleansers & Acne Preparations

Kline and Co. reports the market is flat, particularly in unit sales. Clearasil remains the top seller in acne preparations with a 32 percent share.

Shaving Accessories

As with many others, therapeutic conditioning is the trend in what some see as a growing market.

Bill Frost at Richardson-Vicks believes that men now want to take care of their skin. Shaving products should offer some benefit besides just a sharp sting and a nice smell.

"In a survey taken before we introduced our Saxon line," he said, "20 percent of the men responding said they had used their wives' Oil of Olay as a skin conditioner. They want the benefits of healthy skin as much as women do."

This may be true, but others still decry the use of the word "conditioner" when talking about men's products. Skin "balm" better fits the male ego, says one source.

Still others aren't as impressed with the future of men's shaving/skin care products. Susan Babinsky attributes the current spate of sales and consumer interest to increased advertising. When the ads are gone, demand will probably be gone too, she believes. Men still buy products according to whether or not they like the fragrance, and any attempt to educate men to the concept of skin care will take a lot of effort.

Another milestone in the shaving products category this year was Gillette's Brush Plus. Men get the luxury of a brush shave without the inconvenience and mess associated with the old brush, soap and cup method. Convenience and luxury in one package is a tough competitor these days.

Makeup

"A pretty steady performer" is the Kline and Co. assessment of the makeup market.

How do they Stack Up?

Military exchanges and commissaries are different in nature. They sell many of the same items, but with different emphasis. Interviews with military merchandising specialists, sales representatives and brokers yield different perspectives on how the commissaries and exchanges are doing the job of meeting their patrons' health and beauty aid needs.

Predictably, the representatives from the various military resale agencies are doing the best they can. No one expects any less of them. But what they see as the "very best" and what industry would like to see are often two different things.

For instance, one national sales representative commented that health and beauty aid items were often treated as "adopted stepchildren." He stuck up for commissaries, went to bat for them as the "second most valuable entitlement to military men and women, right after health care." He did his best to describe just where and how the commissaries are doing one heck of a good job, but....they could do this one a bit better.

Another comment came from a broker: "Exchanges merchandise health and beauty aids much more extensively than commissaries," he said. "Everyone realizes that commissaries are food-oriented. We accept that. But they're also savings-oriented. They don't realize the value of having more health and beauty aids in the store at cost plus five percent. That's a big savings for the military family."

"Civilian food chains have become much more cognizant of the role of health and beauty aids," said one former military merchandising specialist who now deals exclusively with civilian markets. "Commissaries need to take that route. They need to devote more space and have a larger assortment."

"Exchanges carry very high class lines these days," said Bill Frost, military sales manager at Richardson-Vicks. "Exchanges are becoming more and more eager to be on the leading edge when it comes to stocking health and beauty aid items, even upscale items, to please their customers."

Frost says that many times, exchanges are getting new items in stock almost as quickly as civilian stores.

Can the same be said for commissaries?

"No," said one regional sales manager who preferred not to be identified. "There's been a lot of talk about it. We go to [American Logistics Association-sponsored] nationals and hear the various commissary spokesmen tell us they want these new items ASAP. And it is getting better, I have to say. It used to be like moving a tortoise to get them to accept new HBAs. They're responding better. But there's room for improvement."

The same person compared the Army and Air Force Exchange Service (AAFES) to the Navy exchange system.

"AAFES has a centralized, hands-on control method that keeps the stock assortment uniform. They also make it easier to introduce new items.

"The Navy, although they usually keep the stock assortment pretty close, is a bit more confusing with their decentralized control."

What about commissaries?

"The Army and Air Force commissaries treat health and beauty aids much more strongly than the Navy," said one source. "They have a wider selection. Their policies are much more open when it comes to introducing new products. The Navy system that gives you 'windows' of opportunity means there are delays in getting new products into the system, sometimes as much as six months."

He admits that there are provisions whereby a new item can be presented out of its proper window, "but it's got to be a real whiz-bang" product, he says.

Another industry representative questioned the fairness of Navy's product review capabilities during the window. He knows the people responsible are doing the very best they can, but wonders if there's not a chance of some undue stress on Navy personnel when they have a great many products to review in a set amount of time. "It seems to be either drought or flood," he said, "and those Navy people have got to really have it tough, sometimes."

So who does the best job, overall, of marketing health and beauty aid products to the military patron? There's no consensus, there may be no answer.

"I'd rate the Air Force as number one in being responsive to the HBA market," said one representative.

"In the past, I would have answered AFCOMS is the strongest when it comes to aggressive marketing," said another. "But not today. They've slid lately. They seem to be reluctant to display large quantities. Inventory control gets in the way, I guess."

One more sales representative said it all seemed to depend upon the individual store. Some Navy and Marine stores are excellent, he commented. Others just don't seem to care about their appearance, their displays, their merchandising techniques. And, while the Army and Air Force overall are a bit more consistent, it all boils down to whether or not the man or woman in charge of the store cares enough to do the best possible job.

Now that, perhaps, is something everyone can agree on. —M.H.

Maybelline and Cover Girl are the obvious front runners in the mass market. But there are some changes taking place.

To borrow an overworked data processor's phrase, "user friendly" describes many of the packaging twists attracting women to makeup today.

For the more than two-thirds of women age 25 to 44 in the workforce, convenience is almost as important to them as quality and price. With less time to spend selecting and applying their makeup, women are more than happy to take advantage of the systems containing complementary shades of blush, eye colors and lipsticks.

Pfizer, Inc.'s Coty responded to this need last December with their Color Focus kits which have three eye shadows, a complementary shade of blush and lipstick in one easily carried package.

Along the same convenient lines, Chesebrough-Pond's Aziza Polishing Pen has made deep inroads into the fingernail polish market. In its first year, from November 1984 to November 1985, it captured almost nine percent of nail care sales, according to Kline and Co. figures. Sales during that period were $32 million. It's another case of the consumer willing to spend more for convenience and quality.

"User friendly" describes women's makeup today.

"Therapeutic" has to figure into the makeup market. Makeup today needs to do more than just cover blemishes. It should also do something good for the skin. This is just part of the trend today, said a spokesman at Revlon. Men and women alike are more aware of and concerned with their appearance and their health. They're willing to pay the price for both. And since industry studies confirm that nearly one-third of women today have a form of acne, makeup that helps treat that condition is a sure winner.

As a result, while the words "hypo-allergenic" may not be enough to sell a product, they're not the turn-off they once were. Many companies steer clear of the phrase because they're afraid of the stigma that some still associate with hypo-allergenic.

"Only people with serious skin problems used hypo-allergenic makeup," said one spokesman. "That's changing, but the words still bother some people."

They certainly don't bother Almay, long the leader in hypo-allergenic makeups. Almay's sales ran at a steady clip up until 1983 when, according to one source, they "took off like a shot." Their sales have doubled since then.

Ethnic Health & Beauty Aids: Are commissaries and exchanges meeting everyone's needs?

Unanimously, the service resale organizations feel that they're doing their best to meet the needs of their ethnic members when it comes to health and beauty aids products.

They each cite the item selection process as a system that's not only flexible enough to cater to everyone's shopping patterns, but open to input from customers, too.

The Air Force Commissary Service (AFCOMS) uses customer suggestion boxes, commissary advisory councils at each base (with representatives from the local Social Actions Office to make sure ethnic needs are considered properly), and Action Line cards sent from customers straight to the AFCOMS commander. Each of these can have an impact on items selected for stock.

The other services have similar methods of hearing from their customers. But by and large, the most often cited means of getting the right products to their right location is the store manager. The store manager is on the spot, knows the customer mix and watches the item movement. That's the key to meeting patron needs.

At the U.S. Army Troop Support Agency (TSA), spokesman Bob Hunt said ethnic HBAs were well represented in their stores and customer perference drove the stock selection.

One industry spokesman, who preferred anonymity, wasn't quite as sure that ethnic patrons were getting their fair share of attention in the the health and beauty aids sections of commissaries. He sees lots of room for improvement.

"We tried to market our line of ethnic products through the commissaries several years ago with no results. There just wasn't enough movement to justify staying on the stockage list."

Everybody keeps harping on about the need for more ethnic products in the commissaries, he says, but not much gets done about it. The high unit cost of some items would make them real bargains for commissary customers. But the shelf space, the point of sale advertising, the buildup to get sales going just isn't there. As a result, exchanges do most of this company's ethnic business.

That, he stresses, applies to all services. Another industry representative echoed those sentiments. "The commissary's attitude about ethnic products seems to be something like, 'If we don't have it, that's the way it is. If you want it, go to the exchange.' That just doesn't wash all the time," he claims, especially when today's shoppers want to get as much done in one spot as possible.

If, while shopping at the commissary for what they consider to be grocery items, customers find a trip to the exchange is necessary for one or two products, aren't they likely to take their business elsewhere next time? That question was posed by another HBA representative, alluding to the current trend towards one-stop shopping. "Remember," he said, "the trend today is often to pay more for convenience. Is that so far fetched?"

Makeup is a $2 billion-a-year market that's not likely to slow down. Analysts look for continued innovations in packaging and technology to spur sales on.

Skin Care

Hand and body lotions, suntan lotions and sun screens, face creams and lip ointments can all fall within the broad category of skin care. The story here is almost a repeat of the makeup story. Both in the mass and upscale markets, consumers want products that do something good for their skin. Thus, says Susan Babinsky, many of the old standards may not be charging ahead at the same pace as some of the newer, therapeutically-positioned brands. Oil of Olay remains the number-one seller, though, with 37 percent of market share.

An increased awareness of the harmful effects of the sun is boosting seasonal sunscreen sales, says one spokesman. But women aren't willing to stay out of the sun. They want to "have their cake and eat it too." This has prompted several manufacturers to add sunscreen to their makeup and skin care products. So far, sales are "promising."

Vitamins

The vitamin market overall has lost share in dollars, according to Kline and Co.'s Denysyk. The four or five percent increase last year is just above inflation. He attributes the remainder to price increase.

Soaps

The last great inroad into hand and body soaps was engineered by soft soaps. The soft soap pump now has a secure spot in homes throughout America, said one military merchandising specialist. But sales of soft soaps haven't usurped bars, he insists, just supplemented them. He sees the two soaps as having entirely different markets.

So what's new in soaps today? The trend, predictably, is towards those with moisturizing properties. Products that offer some sort of skin treatment, as opposed to simple cleanliness, are advancing.

What's It All Mean?

It's fairly simple to sum all of this up. Consumers today are picky. They want to be healthy, not just healthy looking. They're willing to pay more for products that offer "good for you" ingredients. Therapeutic is the magic word. When shoppers look through the health and beauty aid section of their commissary or exchange, their calculations of a product's value include its effect on their mental and physical well-being. Everyone wants to live longer. Everyone wants to enjoy life more. Everyone wants to become and remain healthy, to feel good about themselves. When a product can help them accomplish these things, they'll pay the price. At least until something better comes along. ■

A Dose on Vitamins

The controversy surrounding vitamins and the claims made by vitamin advocates tend to make them an "up and down" proposition, according to one industry spokesman. As the public sways back and forth between the claims of manufacturers and detractors, they are likely to buy one day and ignore the next, he explained.

It's no wonder consumers are subject to change, when they have on the one hand, such notables as Linus Pauling, Nobel Laureate, advocating a strict regimen of vitamins. Pauling, an American chemist who pioneered work in sickle cell anemia in 1945 and in 1951 proposed (with Robert Corey) the alpha helix structure of proteins, is infinitely more well-known for his outspoken support of Vitamin C in megadoses as a general measure to maintain health. Pauling proposes that large amounts of most vitamins can have beneficial effects. As a chemist, he explains that there is no difference between so-called "natural" and "synthetic" vitamins. They are each composed of the same elements.

On the other hand, the public is given to understand by such notable physical fitness experts as Jack Lalane that natural vitamins are better.

Then there are consumer's groups which do their anatomy and physiology homework. The human body can only use a certain amount of each vitamin, they say. But is the average man, woman or child in the street getting the proper amount of each vitamin? That's the question that bothers most consumers today when confronted with the question of whether or not to purchase vitamins. Fad or confusion? It's hard to tell.

A March 1986 story in *Consumer Reports* entitled "The Vitamin Pushers" tried to clear up the murky waters of vitamin requirements. In essence, they took a stand deploring what they had called the "overselling of vitamins" to Americans in their premier issue 50 years earlier.

So what's the long and short of it? In military commissaries, at least, vitamin sales ar good. A U.S. Army Troop Support Agency (TSA) spokesman says demand for all types of vitamins is continuing to grow. The latest years he had a track available for were 1982 to 1983, when vitamin sales rose a whopping 30 percent.

"We make sure to carry all types of vitamins in ample supply," he said. The other services, while not reporting the same increase, had similar sales stories.

And vitamin manufacturers and marketers aren't babes-in-the-woods when it comes to packaging their products. Besides the mini-market of children's vitamins, they've come up with specially merchandised "systems" of vitamins for people who are under a great deal of physical stress. Then there are vitamins directed at those who exercise regularly. That's different from the "physical stress" category (in most cases) because it assumes a more active lifestyle. Simple stress-related vitamins may be targeted towards the deskbound nine-to-fiver.

Is anybody buying these claims? It depends on who you talk to. Oleh Denysyk, a pharmaceutical specialist with the consulting firm of Charles H. Kline and Co., Inc., says vitamin sales overall are flat, and there's little indication they'll continue to do otherwise. In 1985, they lost dollar share, he emphasizes.

"That may be so," said one source at AFCOMS, "but we're still selling an awful lot of them." —M.H.

invasion. "It brought with it a very good, constructive readjustment.," explains CAPT Allen Wood, Director of Recreational Services at the Naval Military Personnel Command in Washington, D.C. "Some people were awakened," says Wood, who sees the fast food challenge as having strengthened Navy's club food programs.

"Today there are many exciting new additions to club menus, including Tex-Mex, pita bread sandwiches, pizza and spicy-fried chicken selections," he notes.

Although sales at Navy's enlisted clubs initially withered by 40-50% in the face of the fast food challenge, the nosedive had turned around dramatically within the first six months, reporting only about a ten percent dip in revenues.

Wood attributes much of the improvement to a wider and more interesting selection of foods now offered at clubs.

Turnaround Conference

With the same fighting spirit, the Army in March this year sponsored a week-long "Clubs Turnaround Conference." According to Colonel Emroy M. Gehlsen, Chief of Leisure Sales and Service, and William Bartelt, Branch Chief of Business Operations, both at the U.S. Army Community and Family Support Center (USAFSC), the conference was aimed at club revitalization.

"We wanted to develop strategies to make clubs more profitable by focusing on the food and service," says Gehlsen. The Army's plan is to more quickly respond to the latest trends in the food service industry, to focus on better personnel training, and to try to retain quality people with more attractive rewards.

Army clubs have been challenged to achieve a five precent net income for 1986, and according to Gehlsen, most of it will be garnered from labor-saving expenses and the adoption of new ideas. Gehlsen gave his reassurance that this profit goal does not sound the death-knell for clubs that just can't, and maybe never will, achieve a profit. "Although some clubs may be consolidated, there will be cases where we will continue to subsidize clubs," Gehlsen says.

To achieve this profit goal, Gehlsen explains, "we want club managers to get out of the office and spend at least 30% of their time selling club programs. We want them to talk to their constituents, talk to the unit managers, and make sales pitches to fill

Army's Club Report Card

The Army's most recent MWR customer survey revealed a wealth of information about Army's club patrons, their likes and dislikes, and their "patronization" patterns. The August, 1984 1984 survey included 32,545 participants. Here follows several of the more interesting questions and surprising responses to the comprehensively detailed questionnaire. The Army's comments are also included.

- I use the Army Club at my post, installation, or military community for food, beverages, and/or entertainment:

	E1-E4	E5-E9	CO-WO
Not at all	30%	26%	12%
Less than once a month	22	30	29
1-3 times a month	23	25	34
4-7 times a month	12	10	14
8 or more times a month	13	9	11

Comments: Use of Army clubs is reasonably consistent among the ranks, except that the percentages for enlisted who do not use the club at all is twice as high as that of Warrant Officers/Officers. Army-wide projections based on these percentages would result in almost 118,000 E1-E4 soldiers, 72,000 E5-E9 soldiers and 12,800 WO/OFF who never use Army clubs.

Over one-half of all soldiers use Army clubs less than once a month (including not at all) and over 75% use clubs less than once a week. This leaves only 25% of soldiers who use the club at least weekly.

- What are your reasons for NOT using the Army Club more often?

	E1-E4	E5-E9	CO-WO
NA-use club if time allows	42%	41%	37%
Service of club personnel	6	10	18
Quality of food, beverage	8	13	31
Prices of food, beverage	9	11	21
Type of entertainment	23	26	29
Ethnic mix	9	8	3
No family activities	5	14	0
Decor, appearance	5	7	11
Attitude of the mgmt	6	9	12
Club is too far away	6	8	15
Club is too crowded	15	14	5
Not know of the club	2	.4	0
No club eligible to use	1	.6	.6
Not eligible to use a club	2	.4	.3
Other	12	12	10

Comments: Service members were asked to check all responses that applied.

For E1-E4s, the primary reason for not using the club was the type of entertainment. This was followed by the club being too crowded and the price of food and beverage. For E5-E9s, the type of entertainment offered was selected the most times, followed by lack of, or not enough, family activities. Their third most frequently chosen response was the club being too crowded.

WO and Officers selected the quality of food and beverage as their most often cited reason for not using Army clubs, followed by the type of entertainment and the price of food and beverage.

- I use civilian places for food, beverage, and/or entertainment:

	E1-E4	E5-E9	CO-WO
Not at all	14%	14%	5%
Less than once a month	12	16	11
1-3 times a month	28	34	36
4-7 times a month	21	19	29
8 or more times a month	27	16	19

Comments: It is interesting to note that E1-E4s patronize civilian places "eight or more times per month" which is at a rate higher than that of E5-E9s and WO/OFF, but is less than those groups for almost every other "out" category. Also, the numbers of both enlisted categories who do not use civilian places at all is at a rate that is three times higher than that of officers.

Continued on page 60

those special event rooms."

As a strategy to bring the latest, hot, new ideas to club managers quickly, the Army will hire the services of a national marketing firm. The plan is to send out monthly marketing packages to Army clubs with the latest creative ideas on how to boost sales.

Army's Club Report

Continued from page 58

- What are your reasons for using civilian places?

	E1-E4	E5-E9	CO-WO
N/A Do not use civ places	14%	15%	5%
Quality of food, beverage	31	32	52
Price of food, beverages	12	14	29
Get away from military	57	45	43
To try new places	41	40	56
Meet non-military	37	25	21
Cheaper entertainment	6	6	8
Atmosphere, decor	28	28	39
Clean facilities	9	10	13
Entertainment offered	29	27	32
Closer to home	10	15	24
More convenient hours	20	17	20
Use credit cards	3	9	19
Quality service; attitude of employees	14	17	24
Other	3	4	5

Comments: The two most often chosen responses for enlisted soldiers were first, "to get away from the military environment" and second, "to try new places." WO/OFF selected "to try new places" as their number one choice, followed by "the quality of food and beverage." Third most selected response for E1-E4s was "to meet non-military people;" for E5-E9s "quality of food and beverages," and for WO/OFF, "to get away from the military environment." Getting away from the military environment was selected by all ranks, as one of their first three choices, as was trying new places.

- What are your reasons for using the local Army Club?

	E1-E4	E5-E9	CO-WO
Quality of food	12%	13%	12%
Quality of beverage	12	11	7
Price of food	20	25	22
Price of beverage	28	30	25
To relax, socialize	48	45	45
Near food, beverages, entertainment	31	21	27
Atmosphere, decor	5	6	5
Check cashing service	12	20	46
Meet opposite sex	24	14	6
Quality entertainment	8	8	3
Use credit cards	.7	.6	2
Ethnic mix	6	7	2
Quality service; attitude of employees	4	5	4
Close to home	20	17	18
Other	6	10	18

Comments: Nearly half of all soldiers selected "to relax and socialize" as their number one reason for using the local Army club. Officers placed a slightly greater importance on the check cashing services. Another choice picked frequently, was that the club is the nearest place for food, beverage and entertainment; this shows the importance of location to soldiers who decide to go out for the evening.

Other more frequently selected responses were the price of the food and beverages, close to home, and meeting the opposite sex.

Least selected reasons were quality of entertainment, quality of service/employee attitudes, and atmosphere and decor.

Aweigh With Smart Compass

The Navy's appropriately-named Smart Compass program is the latest example of what is basic to all service organizations: the need to pinpoint just what it is that users want.

CAPT Wood is very enthusiastic about the program because it will yield valuable information about Navy recreational facilities and what Navy personnel do or don't want.

"Our new Smart Compass Program is actually a needs assessment survey," he explains. "In the past, the military often guessed at what their people wanted. Often it was up to the base commander to decide which were the most essential recreational facilities. But now, with Smart Compass, developed for the Navy at the University of Georgia, we have a formal survey tool to help us guage what services to provide to whom, at what locations, and at what cost."

About one-third of the Navy was surveyed last fall using the new marketing tool. And as the Congressional debate continues to percolate over NAF building programs, this type of statistical indicator will objectively and accurately identify the most essential recreational needs.

The Bottom Line

It is a period of transition for clubs. Some will gain, others will lose, and yet others will consolidate. Of the future, Jim Waters of the House Armed Services Committee believes "we will probably develop a new concept of what a military club is. Twenty years ago, five percent of the military population was married; today 54% are married. It makes no sense to develop new clubs for singles if one-half of the base population lives five miles from the base and goes home every night. We may opt instead for community clubs, with rooms for singles, marrieds, or by age groups." It's hard to tell where it will eventually wash ashore.

Club managers understandably feel isolated and frustrated. They must deal with a multitude of operational changes which in some way, large or small, have an adverse impact on their bottom lines. Managers must deal with the cutbacks and deteriorating facilities as best they can and, to the extent possible, retain good people.

Despite the obstacles, these gutsy managers just keep plugging away. Whether it's is upgrading the food, keeping up with new restaurant trends, instituting a better rewards program for productive employees, or imaginatively providing matching-fund grants for club managers who want to try out new ideas, military clubs have not yet given up the battle. "We're not on the dinosaur list yet," confirms Gehlsen.

One thing is for certain. To withstand gale force winds—and survive and prosper—is worth blowing a horn about. ■

5th Annual

Exchange Sales Report

BY ALAN GOLDSTEIN

Recent months have been filled with conversation and articles about the "zero growth" sales performance of the military exchange systems in fiscal 1985.

On an aggregate basis, that is taking into consideration all the business earnings associated with and falling under the canopy of the base or post exchange, including the food and a dozen or more similar service departments, that's probably true. But retail department sales, the bread and butter of the larger companies doing business with military exchanges, weren't as sour as many proclaim.

It's true that the Navy's exchange system alone reported an unadjusted overall sales loss of 1.3%, based on preliminary figures. Compared to 1984, CONUS retail sales decreased 0.9%, while overseas retail sales were down 0.7%. Tobacco sales were down by 4.5%, soft goods were softer by 0.5%, but consumer electronics grew by 1.9%. And several smaller retail departments showed healthy growth, including fragrances (9.8%), candy (6.1%), jewelry (6.0%), toiletries (3.3%), and books & periodicals (2.9%).

At the Army and Air Force Exchange Service (AAFES), much of the blame for slack sales was attributed to competition from too many stores that between them have managed to leave customers "sale-conditioned"—that is, if the goods aren't on sale, they don't buy them

But AAFES' worldwide retail department sales actually grew by a not-too-discouraging 12% compared to fiscal 1984. And that growth occurred despite a 12% sales decline in the DPSC merchandise (uniforms and accessories) department, which accounts for 4% of AAFES' worldwide retail sales.

Growth spurts were reported in two AAFES departments—cosmetics and fragrances and precious/semi-precious jewelry—which posted sales gains of 11% and 19%, respectively, and together account for 5% of worldwide retail sales.

There were several "soft" areas, however, where sales went beyond soft. Compared to 1984, some of the largest worldwide retail sales declines were turned in by the following: outdoor living (8%), furniture/rugs (7%), giftware (7%), sporting goods/camping supplies (6%), tobacco products (4%), and traffic/major appliances (4%).

The bottom line for military marketers is that CONUS retail sales—where the lion's share of the exchange business resides—grew by 17% over 1984. Four AAFES CONUS regions reported increases of 15% or more, and the fifth posted a healthy 10% increase.

Even the Coast Guard and Marine Corps systems held their own, with 2% and 1% worldwide total sales increases, respectively. The Coast Guard saw its retail sales grow by 2.5%, but the Marines—like the Navy—suffered a retail sales decline, totaling 1.5%.

The outlook for fiscal 1986 is optimistic. But the key to the future of all the systems will be to find ways to reach their customers, erode their "sale conditioning" mindset, and make them aware of their invaluable exchange shopping benefit. ■

Alan Goldstein is the American Logistics Association's Director of Information & Research. He is also Editor of INTERSERVICE *magazine.*

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AAFES Exchange Sales—FY 85

Summary of Sales by Retail Department ($ In Thousands)

Department/Dept. Code	Domestic $	%	Overseas $	%	Mail Order $	%	Worldwide $	%	% Change 85/84
Automotive Labor/03	10,054	0	1,660	0	0	0	11,715	0	–
Automotive/01	70,872	3	33,006	2	73	0	103,952	3	4
Beer & Sodas/23	120,134	5	71,136	5	0	0	191,270	5	4
Boyswear/74	26,506	1	14,827	1	0	0	41,334	1	−4
Cleaning Supplies/83	33,778	1	16,951	1	71	0	50,800	1	4
Cosmetics & Fragrances/34	65,115	3	22,544	2	0	0	87,659	2	11
DPSC Merchandise/19	107,238	4	33,644	2	0	0	140,882	4	−12
Dinnerware & Flatware/80	10,397	0	6,783	0	2,967	5	20,147	1	−5
Food & Juices/20	143,162	6	94,421	7	99	0	237,682	6	0
Footwear/77	85,657	4	38,479	3	485	1	124,621	3	4
Furniture & Rugs/86	19,152	1	27,267	2	2,140	4	48,560	1	−7
Gasoline/02	297,777	12	118,742	8	0	0	416,519	11	–
Giftware/82	23,117	1	19,036	1	5,628	10	47,781	1	−7
Girlswear/75	20,128	1	13,165	1	10	0	33,304	1	2
Hardware/87	53,007	2	13,758	1	108	0	66,873	2	1
Health & Beauty Aids/30	131,769	5	66,300	5	399	1	198,468	5	−1
Home Entertainment/97	132,391	5	316,252	22	27,619	48	476,262	12	0
Infants' & Toddlers' Wear/76	31,074	1	18,916	1	14	0	50,004	1	3
Jewelery/50	26,381	1	12,627	1	6,897	12	45,904	1	−5
Kitchenware/81	29,355	1	14,538	1	599	1	44,493	1	−6
Linens & Domestics/78	42,403	2	23,560	2	502	1	66,465	2	−1
Luggage/88	19,814	1	8,604	1	186	0	28,604	1	1
Men's Furnishings/71	98,303	4	45,281	3	108	0	143,693	4	−1
Men's Outerwear/70	52,783	2	29,728	2	101	0	82,611	2	0
Military Wear/40	48,460	2	12,726	1	0	0	61,186	2	3
Miscellaneous/99	0	0	−18	0	0	0	−18	0	–
Outdoor Living/89	54,418	2	6,936	0	54	0	61,408	2	−8
Photo Finishing/92	15,914	1	2,902	0	0	0	18,816	0	−2
Photography & Optical/93	55,513	2	49,042	3	3,856	7	108,410	3	−2
Precious & Semi-Precious Jewelery/56	28,699	1	22,474	2	−2	0	51,171	1	19
Recorded Sound & Video/98	27,270	1	33,998	2	420	1	61,688	2	−4
Sporting Goods & Camping Supplies/91	37,627	2	14,947	1	1,139	2	53,713	1	−6
Stationery/60	118,388	5	46,236	3	877	2	165,501	4	0
Tobacco Products/10	100,057	4	30,802	2	28	0	130,886	3	−4
Toys, Games & Bicycles/95	46,099	2	33,583	2	1,022	2	80,704	2	3
Traffic & Major Appliances/85	67,931	3	42,093	3	1,271	2	111,294	3	−4
Watches/51	24,161	1	12,758	1	44	0	36,962	1	3
Women's Furnishings/73	58,279	2	18,507	1	491	1	77,276	2	−3
Women's Outerwear/72	74,580	3	41,146	3	313	1	116,039	3	3
Yardage & Sewing Notions/79	15,914	1	10,944	1	531	1	27,389	1	−12
Total	**$2,423,677**	**1%**	**$1,440,301**	**1%**	**$58,050**	**1%**	**$3,922,028**	**1%**	**12%**

AAFES Exchange Sales—FY85

Summary of Sales by Service Department

Department	Alamo Region	Capitol Region	Golden Gate Region	Ohio Valley Region	Southeast Region	European Region	Pacific Region	Worldwide
Barber Shops	7,798,676	5,378,590	6,725,702	7,262,488	8,299,229	10,260,156	5,205,422	50,930,263
Beauty Shops	2,215,846	1,751,242	2,929,038	2,073,950	3,039,228	4,982,958	2,659,197	19,651,459
Bicycle/Lawn Mower Repair	5	5	5	5	5	5	5	5
Books/Periodicals	293,369	165,279	0	397,916	1,459,963	0	0	2,316,527
Car/Trailer Rental	183,677	185,492	764,655	209,481	1,824,131	4,176,775	2,507,879	9,852,090
Clothing Alterations	2,521,390	873,537	2,013,038	1,763,898	2,230,409	2,732,888	1,036,355	13,171,515
Commodity Concessions	5,450,156	3,653,507	7,187,743	4,756,101	8,562,664	43,083,700	13,762,323	86,456,194
Custom Picture Framing	2	2	2	2	2	2	2	2
Equipment/Appliance Rental	1,730,580	708,203	2,782,135	1,502,912	1,711,280	8,868,670	1,459,713	18,763,493
Floral Service	2,886,722	2,381,962	3,827,099	2,758,675	3,075,324	3,317,578	1,600,072	19,847,432
Garage/Auto Repair	2,717,193	3,087,018	4,232,721	2,322,161	3,586,968	9,754,400	5,530,186	31,230,647
Handicraft/Paintings	6	6	6	6	6	6	6	6
Laundry/Dry Cleaning	6,494,102	4,575,667	5,022,624	4,169,844	4,502,320	1,088,632	4,518,598	30,371,787
Made-to-Measure Uniform/Clothing	74,850	840,804	0	240,903	28,794	0	0	1,185,351
Mini-Golf	1	0	0	0	0	0	0	1
Optical Dispensing	4,180,626	3,640,214	5,759,405	3,696,445	4,567,406	2,596,039	1,674,909	26,115,044
Pet Grooming	0	1	0	0	1	0	0	0
Photo Processing	107,287	0	0	0	12,341	0	893,804	1,013,432
Pick-Up-Points	10,958	17,862	0	0	0	25,089,829	0	25,118,649
Pictorial Review/Yearbook	3	3	3	3	3	0	0	3
Portrait Studio	2,305,887	803,492	295,109	1,417,089	2,315,569	738,241	383,337	8,258,724
Quarters Cleaning/Lawn Care	0	0	24,569	266,485	140,173	91,906	151,033	674,166
Radio/TV/Appliance Repair	417,934	149,026	707,705	303,624	408,497	444,443	1,683,848	4,115,077
Recreation Services	0	90,252	0	229,216	140,946	0	454,436	914,850
Shoe Repair	440,510	332,126	194,728	348,430	451,253	30,272	226,009	2,023,328
Specialty Services	425,990	265,174	53,245	971,371	1,207,824	329,900	801,570	4,055,074
TV Rental	4	4	4	4	4	4	4	4
Watch/Jewelry Repair	727,078	585,472	862,009	478,091	1,002,788	90,220	518,526	4,264,184
Service Department Totals	**$40,982,852**	**$29,484,940**	**$43,381,545**	**$35,169,100**	**$48,567,128**	**$117,676,624**	**$45,067,234**	**$360,329,423**

AT EASE MEN!

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DEODORANT
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for twenty-four hours.
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SHULTON

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AAFES Exchange Coupon Redemptions—FY85

CONUS Region	Number	% of CONUS	% of Worldwide	$ Value	% of CONUS	% of Worldwide
Alamo	511,470	12	11	281,868	12	11
Southeast	1,056,445	26	23	417,758	18	17
Capitol	1,026,829	25	22	650,388	29	26
Golden Gate	496,206	12	11	272,196	12	11
Ohio Valley	1,037,364	25	23	643,705	28	26
CONUS Totals	**4,128,314**	**100%**	**90%**	**$2,265,915**	**100%**	**91%**
Overseas Region	**Number**	**% of Overseas**	**% of Worldwide**	**$ Value**	**% of Overseas**	**% of Worldwide**
Europe	196,644	41	4	80,243	36	3
Pacific	283,721	59	6	143,775	64	6
Overseas Totals	**480,365**	**100%**	**10%**	**$224,018**	**100%**	**9%**
Worldwide Totals	**4,608,679**			**$2,489,933**		

Sales Summary ($ in Thousands)

Category	Domestic	Overseas	Mail Order	Worldwide
Retail	2,423,677	1,440,301	58,050	3,922,028
Food	175,872	188,141	0	364,013
Services	12,813	41,356	0	54,169
Vending	76,601	68,008	0	144,609
Concessions	259,985	173,196	0	433,181
Total	**$2,948,948**	**$1,911,002**	**$58,050**	**$4,918,000**

Domestic Sales by Exchange Region

Exchange Region	Retail Net Sales	Food Net Sales	Services Net Sales	Vending Net Sales	Concession Sales	Total
Alamo	465,089	36,209	2,266	10,431	59,109	573,104
Capitol	446,290	22,438	2,398	9,954	41,364	522,444
Golden Gate	504,131	41,182	2,747	14,947	51,433	614,440
Ohio Valley	418,859	35,551	2,136	18,313	44,476	519,335
Southeast	587,856	40,459	3,265	22,956	63,603	718,139
HQ Activities	1,451	34	0	0	0	1,485
Total	**$2,423,676**	**$175,873**	**$12,812**	**$76,601**	**$259,985**	**$2,948,947**

AAFES Exchange Sales—FY85

Alamo Exchange Region Sales by Retail Department ($ in Thousands)

Department/Dept. Code	FY 85 Department Sales	% of All-Dept. Region Total	% of Domestic Dept. Total	% of Worldwide Dept. Total	FY 84 Department Sales	Dept. Sales % Change 85/84
Automotive Labor/03	1,588	0	16	14	–	–
Automotive/01	13,021	3	18	13	10,873	20
Beer & Sodas/23	23,618	5	20	12	21,827	8
Boyswear/74	4,858	1	18	12	4,997	−3
Cleaning Supplies/83	7,133	2	21	14	6,645	7
Cosmetics & Fragrances/34	14,125	3	22	16	12,852	10
DPSC Merchandise/19	18,799	4	18	13	20,895	−10
Dinnerware & Flatware/80	2,128	0	20	11	2,418	−12
Food & Juices/20	26,600	6	19	11	25,451	5
Footwear/77	17,901	4	21	14	16,689	7
Furniture & Rugs/86	2,763	1	14	6	3,222	−14
Gasoline/02	52,540	11	18	13	–	–
Giftware/82	3,694	1	16	8	3,905	−5
Girlswear/75	3,859	1	19	12	4,068	−5
Hardware/87	9,976	2	19	15	9,595	4
Health & Beauty Aids/30	24,975	5	19	13	25,361	−2
Home Entertainment/97	22,962	5	17	5	21,879	5
Infants' & Toddlers' Wear/76	5,686	1	18	11	5,707	0
Jewelery/50	4,830	1	18	11	5,152	−6
Kitchenware/81	5,393	1	18	12	6,189	−13
Linens & Domestics/78	7,821	2	18	12	7,777	1
Luggage/88	4,866	1	25	17	4,505	8
Men's Furnishings/71	19,548	4	20	14	18,943	3
Men's Outerwear/70	10,648	2	20	13	10,425	2
Military Wear/40	10,750	2	22	18	10,119	6
Miscellaneous/99	–	–	–	–	–	–
Outdoor Living/89	12,883	3	24	21	14,143	−9
Photo Finishing/92	3,017	1	19	16	3,141	−4
Photography & Optical/93	11,076	2	20	10	11,255	−2
Precious & Semi-Precious Jewelery/56	6,030	1	21	12	5,592	8
Recorded Sound & Video/98	5,721	1	21	9	5,411	6
Sporting Goods & Camping Supplies/91	6,797	1	18	13	6,985	−3
Stationery/60	23,824	5	20	14	22,807	4
Tobacco Products/10	18,637	4	19	14	18,576	0
Toys, Games & Bicycles/95	8,589	2	19	11	7,081	21
Traffic & Major Appliances/85	12,426	3	18	11	12,831	−3
Watches/51	5,106	1	21	14	4,909	4
Women's Furnishings/73	11,389	2	20	15	11,545	−1
Women's Outerwear/72	16,119	3	22	14	14,984	8
Yardage & Sewing Notions/79	3,393	1	21	12	3,627	−6
Total	**$465,089**	**100%**	**19%**	**12%**	**$402,381**	**16%**

AAFES Exchange Sales—FY85

Capitol Exchange Region Sales by Retail Department ($ in Thousands)

Department/Dept. Code	FY 85 Department Sales	% of All-Dept. Region Total	% of Domestic Dept. Total	% of Worldwide Dept. Total	FY 84 Department Sales	Dept. Sales % Change 85/84
Automotive Labor/03	1,976	0	20	17	–	–
Automotive/01	13,549	3	19	13	11,470	18
Beer & Sodas/23	17,462	4	15	9	16,741	4
Boyswear/74	5,436	1	21	13	5,727	−5
Cleaning Supplies/83	5,646	1	17	11	5,406	4
Cosmetics & Fragrances/34	12,808	3	20	15	11,471	12
DPSC Merchandise/19	21,029	5	20	15	23,760	−11
Dinnerware & Flatware/80	2,167	0	21	11	2,070	5
Food & Juices/20	23,504	5	16	10	23,745	−1
Footwear/77	15,201	3	18	12	14,280	6
Furniture & Rugs/86	2,674	1	14	6	2,677	0
Gasoline/02	53,493	12	18	13	–	–
Giftware/82	6,003	1	26	13	6,653	−10
Girlswear/75	3,927	1	20	12	3,610	9
Hardware/87	10,677	2	20	16	10,681	0
Health & Beauty Aids/30	25,494	6	19	13	25,612	0
Home Entertainment/97	23,299	5	18	5	21,936	6
Infants' & Toddlers' Wear/76	5,718	1	18	11	5,403	6
Jewelery/50	4,903	1	19	11	4,910	0
Kitchenware/81	5,212	1	18	12	5,692	−8
Linens & Domestics/78	8,475	2	20	13	7,876	8
Luggage/88	3,290	1	17	12	3,284	0
Men's Furnishings/71	20,034	4	20	14	19,297	4
Men's Outerwear/70	10,722	2	20	13	9,742	10
Military Wear/40	9,576	2	20	16	9,361	2
Miscellaneous/99	–	–	–	–	–	–
Outdoor Living/89	9,907	2	18	16	9,532	4
Photo Finishing/92	2,478	1	16	13	2,561	−3
Photography & Optical/93	10,737	2	19	10	10,667	1
Precious & Semi-Precious Jewelery/56	5,102	1	18	10	4,341	18
Recorded Sound & Video/98	3,715	1	14	6	3,548	5
Sporting Goods & Camping Supplies/91	4,585	1	12	9	5,151	−11
Stationery/60	21,084	5	18	13	21,520	−2
Tobacco Products/10	22,292	5	22	17	24,466	−9
Toys, Games & Bicycles/95	7,237	2	16	9	6,770	7
Traffic & Major Appliances/85	11,524	3	17	10	11,981	−4
Watches/51	4,442	1	18	12	4,284	4
Women's Furnishings/73	12,753	3	22	17	12,326	3
Women's Outerwear/72	15,395	3	21	13	14,438	7
Yardage & Sewing Notions/79	2,764	1	17	10	3,104	−11
Total	**$446,290**	**100%**	**18%**	**11%**	**$386,093**	**16%**

AAFES Exchange Sales—FY85

Golden Gate Exchange Region Sales by Retail Department ($ in Thousands)

Department/Dept. Code	FY 85 Department Sales	% of All-Dept. Region Total	% of Domestic Dept. Total	% of Worldwide Dept. Total	FY 84 Department Sales	Dept. Sales % Change 85/84
Automotive Labor/03	3,052	1	30	26	–	–
Automotive/01	15,071	3	21	14	15,059	0
Beer & Sodas/23	21,259	4	18	11	20,286	5
Boyswear/74	5,549	1	21	13	5,847	−5
Cleaning Supplies/83	5,730	1	17	11	5,719	0
Cosmetics & Fragrances/34	13,273	3	20	15	11,698	13
DPSC Merchandise/19	17,553	3	16	12	19,466	−10
Dinnerware & Flatware/80	2,198	0	21	11	2,690	−18
Food & Juices/20	30,790	6	22	13	32,363	−5
Footwear/77	15,084	3	18	12	13,917	8
Furniture & Rugs/86	4,923	1	26	10	5,653	−13
Gasoline/02	81,364	16	27	20	–	–
Giftware/82	5,539	1	24	12	6,361	−13
Girlswear/75	4,352	1	22	13	4,351	0
Hardware/87	10,266	2	19	15	10,303	0
Health & Beauty Aids/30	24,953	5	19	13	25,676	−3
Home Entertainment/97	28,973	6	22	6	28,349	2
Infants' & Toddlers' Wear/76	7,124	1	23	14	6,782	5
Jewelery/50	4,666	1	18	10	5,547	−16
Kitchenware/81	6,988	1	24	16	7,435	−6
Linens & Domestics/78	8,740	2	21	13	9,672	−10
Luggage/88	3,078	1	16	11	3,140	−2
Men's Furnishings/71	17,240	3	18	12	18,120	−5
Men's Outerwear/70	11,126	2	21	13	10,950	2
Military Wear/40	7,731	2	16	13	8,852	−13
Miscellaneous/99	–	–	–	–	–	–
Outdoor Living/89	10,508	2	19	17	11,186	−6
Photo Finishing/92	3,999	1	25	21	4,058	−1
Photography & Optical/93	12,304	2	22	11	12,928	−5
Precious & Semi-Precious Jewelery/56	6,662	1	23	13	5,729	16
Recorded Sound & Video/98	5,879	1	22	10	6,009	−2
Sporting Goods & Camping Supplies/91	9,912	2	26	18	11,406	−13
Stationery/60	23,983	5	20	14	24,300	−1
Tobacco Products/10	15,886	3	16	12	16,586	−4
Toys, Games & Bicycles/95	11,012	2	24	14	10,820	2
Traffic & Major Appliances/85	12,677	3	19	11	14,389	−12
Watches/51	4,262	1	18	12	4,540	−6
Women's Furnishings/73	11,609	2	20	15	12,315	−6
Women's Outerwear/72	15,878	3	21	14	15,481	3
Yardage & Sewing Notions/79	2,938	1	18	11	3,859	−24
Total	**$504,131**	**100%**	**21%**	**13%**	**$431,842**	**17%**

*Includes sales from AAFES exchanges in Alaska.

AAFES Exchange Sales—FY85

Ohio Valley Exchange Region Sales by Retail Department ($ in Thousands)

Department/Dept. Code	FY 85 Department Sales	% of All-Dept. Region Total	% of Domestic Dept. Total	% of Worldwide Dept. Total	FY 84 Department Sales	Dept. Sales % Change 85/84
Automotive Labor/03	1,753	0	17	15	–	–
Automotive/01	13,375	3	19	13	11,684	14
Beer & Sodas/23	18,127	4	15	9	16,275	11
Boyswear/74	4,297	1	16	10	4,653	−8
Cleaning Supplies/83	6,173	1	18	12	6,042	2
Cosmetics & Fragrances/34	9,428	2	14	11	8,463	10
DPSC Merchandise/19	23,915	6	22	17	27,578	−13
Dinnerware & Flatware/80	1,407	0	14	7	1,694	−17
Food & Juices/20	28,482	7	20	12	28,033	2
Footwear/77	15,357	4	18	12	15,193	1
Furniture & Rugs/86	2,126	1	11	4	2,617	−19
Gasoline/02	49,031	12	16	12	–	–
Giftware/82	3,260	1	14	7	3,597	−9
Girlswear/75	3,332	1	17	10	3,320	0
Hardware/87	8,800	2	17	13	8,606	2
Health & Beauty Aids/30	21,704	5	16	11	21,750	0
Home Entertainment/97	22,888	5	17	5	20,253	13
Infants' & Toddlers' Wear/76	4,907	1	16	10	4,929	0
Jewelery/50	4,988	1	19	11	4,540	10
Kitchenware/81	4,591	1	16	10	4,907	−6
Linens & Domestics/78	6,801	2	16	10	6,600	3
Luggage/88	3,601	1	18	13	3,472	4
Men's Furnishings	16,235	4	17	11	15,775	3
Men's Outerwear/70	9,283	2	18	11	9,104	2
Military Wear/40	10,758	3	22	18	10,298	4
Miscellaneous/99	–	–	–	–	–	–
Outdoor Living/89	7,737	2	14	13	8,067	−4
Photo Finishing/92	2,819	1	18	15	2,777	2
Photography & Optical/93	9,293	2	17	9	9,442	−2
Precious & Semi-Precious Jewelery/56	4,360	1	15	9	3,723	17
Recorded Sound & Video/98	5,522	1	20	9	5,032	10
Sporting Goods & Camping Supplies/91	5,559	1	15	10	5,293	5
Stationery/60	22,465	5	19	14	22,449	0
Tobacco Products/10	22,673	5	23	17	23,152	−2
Toys, Games & Bicycles/95	7,485	2	16	9	7,367	2
Traffic & Major Appliances/85	10,182	2	15	9	10,653	−4
Watches/51	4,093	1	17	11	4,143	−1
Women's Furnishings/73	8,472	2	15	11	8,694	−3
Women's Outerwear/72	11,143	3	15	10	11,108	0
Yardage & Sewing Notions/79	2,437	1	15	9	2,975	−18
Total	**$418,859**	**100%**	**17%**	**11%**	**$364,258**	**15%**

AAFES Exchange Sales—FY85

Southeast Exchange Region Sales by Retail Department ($ in Thousands)

Department/Dept. Code	FY 85 Department Sales	% of All-Dept. Region Total	% of Domestic Dept. Total	% of Worldwide Dept. Total	FY 84 Department Sales	Dept. Sales % Change 85/84
Automotive Labor/03	1,686	0	17	14	–	–
Automotive/01	15,857	3	22	15	15,794	0
Beer & Sodas/23	39,669	7	33	21	36,128	10
Boyswear/74	6,366	1	24	15	6,880	−7
Cleaning Supplies/83	9,096	2	27	18	8,995	1
Cosmetics & Fragrances/34	15,481	3	24	18	15,463	0
DPSC Merchandise/19	24,490	4	23	17	27,642	−11
Dinnerware & Flatware/80	2,496	0	24	12	2,682	−7
Food & Juices/20	33,785	6	24	14	36,402	−7
Footwear/77	22,113	4	26	18	22,525	−2
Furniture & Rugs/86	6,667	1	35	14	7,645	−13
Gasoline/02	61,349	10	21	15	–	–
Giftware/82	4,621	1	20	10	4,936	−6
Girlswear/75	4,659	1	23	14	4,792	−3
Hardware/87	13,289	2	25	10	13,681	−3
Health & Beauty Aids/30	34,642	6	26	17	34,401	1
Home Entertainment/97	34,270	6	26	7	30,700	12
Infants' & Toddlers' Wear/76	7,639	1	25	15	8,084	−6
Jewelery/50	6,993	1	27	15	7,218	−3
Kitchenware/81	7,171	1	24	16	8,155	−12
Linens & Domestics/78	10,565	2	25	16	10,651	−1
Luggage/88	4,980	1	25	17	5,269	−5
Men's Furnishings/71	25,245	4	26	18	25,902	−3
Men's Outerwear/70	11,004	2	21	13	11,630	−5
Military Wear/40	9,645	2	20	16	9,209	5
Miscellaneous/99	–	–	–	–	–	–
Outdoor Living/89	13,383	2	25	22	14,699	−9
Photo Finishing/92	3,602	1	23	19	3,714	−3
Photography & Optical/93	12,103	2	22	11	12,596	−4
Precious & Semi-Precious Jewelery/56	6,545	1	23	13	5,112	28
Recorded Sound & Video/98	6,433	1	24	10	6,733	−4
Sporting Goods & Camping Supplies/91	10,774	2	29	20	11,429	−6
Stationery/60	27,032	5	23	16	28,332	−5
Tobacco Products/10	20,568	3	21	16	22,232	−7
Toys, Games & Bicycles/95	11,775	2	26	15	11,635	1
Traffic & Major Appliances/85	21,122	4	31	19	22,218	−5
Watches/51	6,257	1	26	17	6,187	1
Women's Furnishings/73	14,056	2	24	18	15,222	−8
Women's Outerwear/72	16,046	3	22	14	16,580	−3
Yardage & Sewing Notions/79	4,382	1	28	16	4,961	−12
Total	**$587,856**	**100%**	**24%**	**15%**	**$536,434**	**10%**

AAFES Exchange Sales—FY85

AAFES-Europe Sales by Retail Department ($ in Thousands)

Department/Dept. Code	FY 85 Department Sales	% of All-Dept. Region Total	% of Domestic Dept. Total	% of Worldwide Dept. Total	FY 84 Department Sales	Dept. Sales % Change 85/84
Automotive Labor/03	502	0	30	4	–	–
Automotive/01	25,785	3	78	25	27,916	−8
Beer & Sodas/23	57,740	6	81	30	59,010	−2
Boyswear/74	12,103	1	82	29	12,157	0
Cleaning Supplies/83	12,136	1	72	24	11,453	6
Cosmetics & Fragrances/34	13,353	1	59	15	11,367	17
DPSC Merchandise/19	25,761	3	77	18	29,922	−14
Dinnerware & Flatware/80	4,018	0	59	20	3,577	12
Food & Juices/20	65,441	6	69	28	62,701	4
Footwear/77	30,123	3	78	24	29,408	2
Furniture & Rugs/86	17,266	2	63	36	17,121	1
Gasoline/02	78,484	8	66	19	–	–
Giftware/82	16,296	2	86	34	17,151	−5
Girlswear/75	10,567	1	80	32	10,330	2
Hardware/87	9,517	1	69	14	9,007	6
Health & Beauty Aids/30	44,862	4	68	23	44,321	1
Home Entertainment/97	204,890	20	65	43	206,771	−1
Infants' & Toddlers' Wear/76	14,300	1	76	29	13,378	7
Jewelery/50	9,331	1	74	20	11,014	−15
Kitchenware/81	10,811	1	74	24	10,850	0
Linens & Domestics/78	17,091	2	73	26	16,876	1
Luggage/88	6,932	1	81	24	6,794	2
Men's Furnishings/71	35,793	4	79	25	37,040	−3
Men's Outerwear/70	25,888	3	87	31	27,199	−5
Military Wear/40	9,464	1	74	15	8,532	11
Miscellaneous/99	−18	0	100	100	0	–
Outdoor Living/89	4,728	0	68	8	4,880	−3
Photo Finishing/92	79	0	3	0	202	−61
Photography & Optical/93	30,353	3	62	28	30,382	0
Precious & Semi-Precious Jewelery/56	13,332	1	59	26	10,069	32
Recorded Sound & Video/98	25,153	2	74	41	27,577	−9
Sporting Goods & Camping Supplies/91	8,250	1	55	15	7,925	4
Stationery/60	29,206	2	63	18	28,855	1
Tobacco Products/10	22,053	2	72	17	22,040	0
Toys, Games & Bicycles/95	27,553	3	82	34	26,482	4
Traffic & Major Appliances/85	25,863	3	61	23	25,831	0
Watches/51	9,413	1	74	25	8,159	15
Women's Furnishings/73	14,138	1	76	18	14,989	−6
Women's Outerwear/72	32,395	3	79	28	31,100	4
Yardage & Sewing Notions/79	7,088	1	65	26	8,246	−14
Total	**$1,008,040**	**100%**	**70%**	**26%**	**$930,632**	**8%**

AAFES Exchange Sales—FY85

AAFES—Pacific Sales by Retail Department ($ in Thousands)

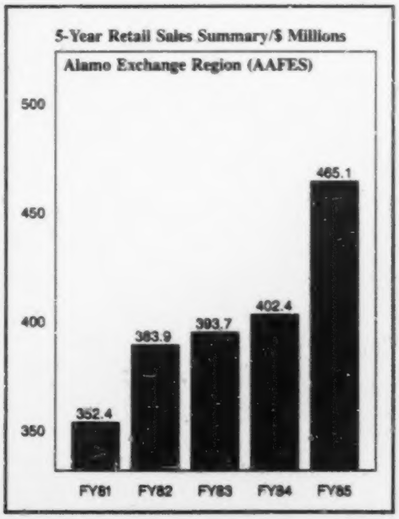
Department/Dept. Code	FY 85 Department Sales	% of All-Dept. Region Total	% of Domestic Dept. Total	% of Worldwide Dept. Total	FY 84 Department Sales	Dept. Sales % Change 85/84
Automotive Labor/03	1,158	0	70	10	–	–
Automotive/01	7,222	2	22	7	6,770	7
Beer & Sodas/23	13,396	3	19	7	13,333	0
Boyswear/74	2,724	1	18	7	2,717	0
Cleaning Supplies/83	4,815	1	28	9	4,437	9
Cosmetics & Fragrances/34	9,191	2	41	10	7,542	22
DPSC Merchandise/19	7,883	2	23	6	10,052	−22
Dinnerware & Flatware/80	2,764	1	41	14	2,643	5
Food & Juices/20	28,980	7	31	12	29,330	−1
Footwear/77	8,356	2	22	7	7,326	14
Furniture & Rugs/86	10,001	2	37	21	10,635	−6
Gasoline/02	40,258	9	34	10	–	–
Giftware/82	2,740	1	14	6	2,858	−4
Girlswear/75	2,598	1	20	8	2,324	12
Hardware/87	4,240	1	31	6	4,252	0
Health & Beauty Aids/30	21,338	5	32	11	22,964	−7
Home Entertainment/97	111,361	26	35	23	115,586	−4
Infants' & Toddlers' Wear/76	4,617	1	24	9	4,156	11
Jewelery/50	3,296	1	26	7	2,834	16
Kitchenware/81	3,727	1	26	8	3,694	1
Linens & Domestics/78	6,470	1	27	10	6,804	−5
Luggage/88	1,672	0	19	6	1,606	4
Men's Furnishings/71	9,488	2	21	7	9,567	−1
Men's Outerwear/70	3,839	1	13	5	3,796	1
Military Wear/40	3,262	1	26	5	3,319	−2
Miscellaneous/99	–	–	–	–	–	–
Outdoor Living/89	2,208	1	32	4	3,822	−42
Photo Finishing/92	2,823	1	97	15	2,791	1
Photography & Optical/93	18,688	4	38	17	19,610	−5
Precious & Semi-Precious Jewelery/56	9,142	2	41	18	8,412	9
Recorded Sound & Video/98	8,845	2	26	14	9,641	−8
Sporting Goods & Camping Supplies/91	6,697	2	45	12	7,542	−11
Stationery/60	17,030	4	37	10	16,877	1
Tobacco Products/10	8,748	2	28	7	9,174	−5
Toys, Games & Bicycles/95	6,030	1	18	7	7,428	−19
Traffic & Major Appliances/85	16,230	4	39	15	16,944	−4
Watches/51	3,344	1	26	9	3,590	−7
Women's Furnishings/73	4,369	1	24	6	4,291	2
Women's Outerwear/72	8,751	2	21	8	8,332	5
Yardage & Sewing Notions/79	3,856	1	35	14	3,833	1
Total	**$432,257**	**100%**	**30%**	**11%**	**$400,832**	**8%**

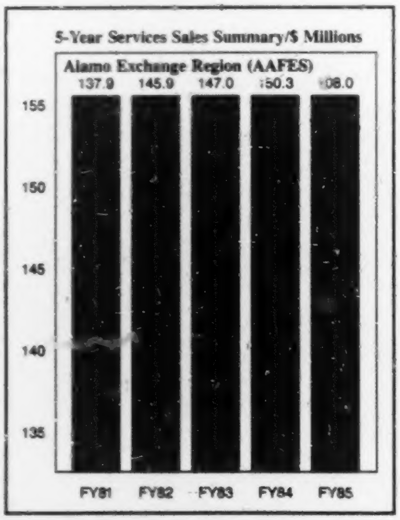
AAFES Exchange Sales—FY85 (Continental U.S.)

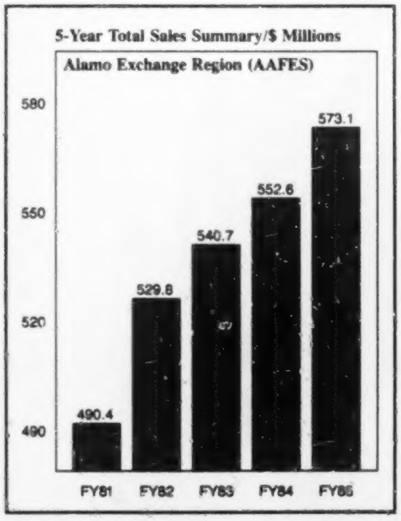
Alamo Region (ALER)

Store	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Altus AFB, OK	5,544,000	944,000	6,488,000	6,129,000	6
Barksdale AFB, LA	20,713,000	2,833,000	23,546,000	22,793,000	3
Bergstrom AFB, TX	17,063,000	2,282,000	19,345,000	18,823,000	3
Blytheville AFB, AR	6,240,000	691,000	6,931,000	6,683,000	4
Brooks AFB, TX	2,441,000	378,000	2,819,000	2,844,000	−1
Cannon AFB, NM	6,741,000	1,529,000	8,270,000	8,236,000	0
Carswell AFB, TX	28,903,000	3,474,000	32,377,000	30,706,000	5
Dyess AFB, TX	9,165,000	1,791,000	10,956,000	10,763,000	2
England AFB, LA	6,479,000	1,032,000	7,511,000	7,871,000	−5
Fort Bliss, TX	37,538,000	9,179,000	46,717,000	47,718,000	−2
Fort Chaffee, AR	2,331,000	188,000	2,519,000	2,566,000	−2
Fort Hood, TX	58,005,000	17,355,000	75,360,000	74,351,000	1
Fort Polk, LA	25,521,000	9,279,000	34,800,000	33,829,000	3
Fort Sam Houston, TX	41,929,000	6,450,000	48,379,000	47,546,000	2
Fort Sill, OK	30,943,000	10,740,000	41,683,000	37,801,000	10
Goodfellow AFB, TX	4,474,000	910,000	5,384,000	5,326,000	1
Holloman AFB, NM	11,930,000	3,865,000	15,795,000	10,791,000	46
Kirtland AFB, NM	16,077,000	2,943,000	19,020,000	17,942,000	6
Lackland AFB, TX	48,930,000	16,198,000	65,128,000	60,490,000	8
Laughlin AFB, TX	3,765,000	849,000	4,614,000	4,512,000	2
Little Rock AFB, AR	15,323,000	2,583,000	17,906,000	17,615,000	2
Randolph AFB, TX	19,106,000	2,782,000	21,888,000	21,081,000	4
Reese AFB, TX	4,785,000	909,000	5,694,000	5,536,000	3
Sheppard AFB, TX	20,989,000	6,468,000	27,457,000	24,002,000	14
Tinker AFB, OK	17,931,000	1,895,000	19,826,000	19,444,000	2
Vance AFB, OK	2,224,000	471,000	2,695,000	2,984,000	−10
White Sands Missile Range, NM*	0	0	0	4,281,000	−100
ALER Totals	**$465,090,000**	**$108,018,000**	**$573,108,000**	**$552,663,000**	**4%**

*Consolidated with Holloman exchange 1/25/85


5-Year Retail Sales Summary/$ Millions


5-Year Services Sales Summary/$ Millions

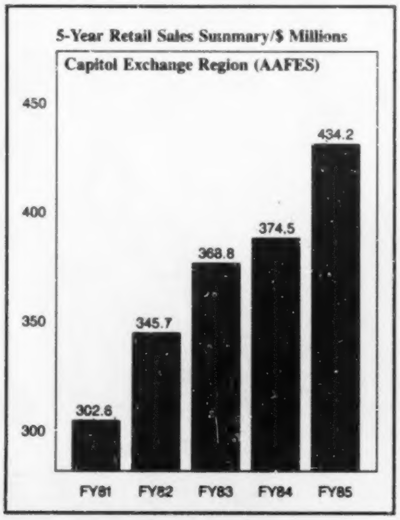

5-Year Total Sales Summary/$ Millions

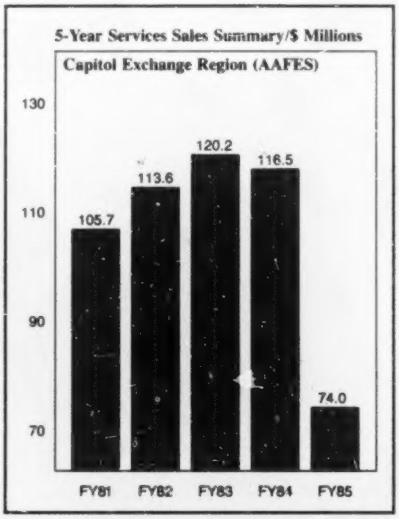
AAFES Exchange Sales—FY85

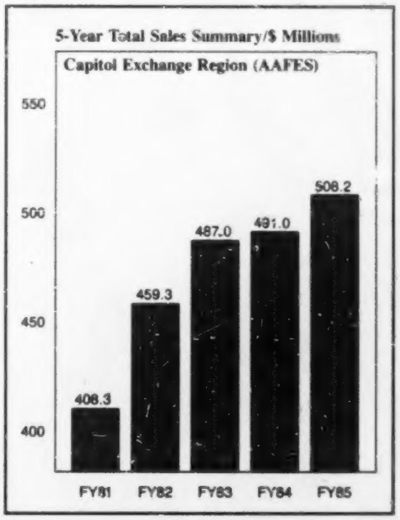
Capitol Region (CPER)

	FY 85 $ Sales				
Store	**Retail**	**Services & Other**	**Total**	**Total $ Sales FY 84**	**Total Sales % Change 85 vs 84**
Aberdeen Proving Grounds, MD	12,396,000	3,158,000	15,554,000	16,184,000	−4
Andrews AFB, D.C.	34,943,000	4,922,000	39,865,000	38,031,000	5
Bolling AFB, D.C.	19,219,000	2,374,000	21,593,000	20,862,000	4
Cameron Station, VA	25,302.000	1,784,000	27,086,000	25,583,000	6
Carlisle Barracks, PA	12,486,000	789,000	13,275,000	13,403,000	−1
Dover AFB, DE	10,946,000	2.386,000	13,332,000	12,919,000	3
Fort Belvoir, VA	35,132,000	6,623,000	41,755,000	39,840,000	5
Fort Devens, MA	28,205,000	5,211,000	33,416,000	32,624,000	2
Fort Dix, NJ	42,869,000	9,884,000	52,753,000	53,637,000	−2
Fort Drum, NY	7,723,000	1,151,000	8,874,000	9,242,000	−4
Fort Eustis, VA	19,438,000	4,240,000	23,678,000	22,624,000	5
Fort George, MD	31,574,000	4,461,000	36,035,000	34,328,000	5
Fort Lee, VA	22,755,000	6,195,000	28,950,000	27,788,000	4
Fort Monmouth, NJ	19,179,000	2,443,000	21,622,000	9,842,000	120
Fort Myer, VA	17,248,000	3,818,000	21,066,000	19,637,000	7
Griffiss AFB, NY	13,032,000	1,277,000	14,309,000	13,990,000	2
Langley AFB, VA	25,023,000	3,973,000	28,996,000	28,147,000	3
Loring AFB, ME	5,097,000	1,815,000	6,912,000	6,763,000	2
Fort Hamilton, NY*	0	0	0	10,416,000	−100
Pease AFB, NH	14,238,000	1,519,000	15,757,000	15,507,000	2
Plattsburgh AFB, NY	8,107,000	1,010,000	9,117,000	8,659,000	5
U.S. Military Academy	10,264,000	2,350,000	12,614,000	12,041,000	5
Walter Reed AMC, D.C.	9,665,000	2,500,000	12,165,000	9,671,000	26
Westover AFB, MA	9,364,000	131,000	9,495,000	9,272,000	2
CPER Totals	**$434,205,000**	**$74,014,000**	**$508,219,000**	**$491,010,000**	**4%**

*Consolidated with Ft. Monmouth 1/25/85.


5-Year Retail Sales Summary/$ Millions


5-Year Services Sales Summary/$ Millions

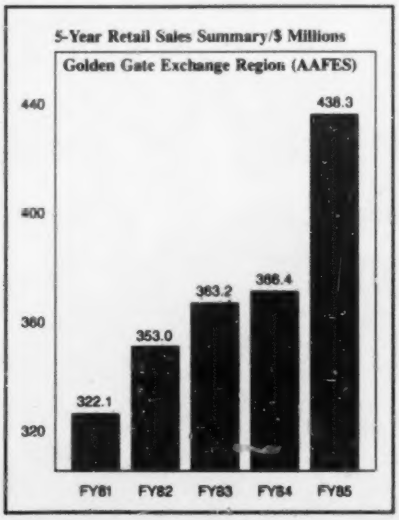

5-Year Total Sales Summary/$ Millions

AAFES Exchange Sales—FY85

Golden Gate Region (GGER)

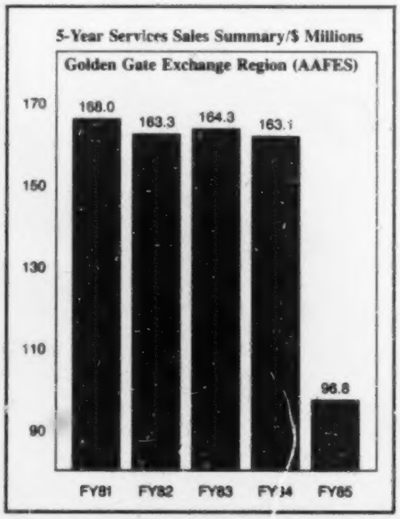
Store	FY 85 $ Sales Retail	 Services & Other	 Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Beale AFB, CA	11,411,000	1,651,000	13,062,000	13,168,000	−1
Castle AFB, CA	11,669,000	2,039,000	13,708,000	13,744,000	0
Davis-Monthan AFB, AZ	16,905,000	2,946,000	19,851,000	18,914,000	5
Edwards AFB, CA	14,119,000	3,910,000	18,029,000	15,429,000	17
Fairchild AFB, WA	10,589,000	1,474,000	12,063,000	13,187,000	−9
Fort Huachuca, AZ	13,328,000	3,981,000	17,309,000	16,437,000	5
Fort Hunter Liggett, CA	2,701,000	1,090,000	3,791,000	3,607,000	5
Fort Irwin, CA	6,455,000	2,167,000	8,622,000	7,943,000	9
Fort Lewis, WA	75,815,000	19,038,000	94,853,000	98,157,000	−3
Fort Ord, CA	41,898,000	12,574,000	54,472,000	53,848,000	1
George AFB, CA	11,538,000	2,188,000	13,726,000	13,186,000	4
Hill AFB, UT	14,432,000	1,426,000	15,858,000	15,448,000	3
Los Angeles AFS, CA	14,496,000	1,568,000	16,064,000	16,453,000	−2
Luke AFB, AZ	23,191,000	4,589,000	27,780,000	27,475,000	1
Malstrom, MT	5,286,000	1,197,000	6,483,000	6,860,000	−5
Mather AFB, CA*	21,721,000	4,507,000	26,228,000	39,872,000	−34
McClellan AFB, CA*	15,648,000	1,288,000	16,936,000	0	–
Mountain Home AFB, ID	8,089,000	1,715,000	9,804,000	10,019,000	−2
Nellis AFB, NV	19,587,000	3,401,000	22,988,000	23,537,000	−2
Norton AFB, CA	35,274,000	6,469,000	41,743,000	41,200,000	1
Presidio of San Francisco, CA	21,328,000	5,188,000	26,516,000	27,426,000	−3
Travis AFB, CA	26,431,000	6,417,000	32,848,000	32,335,000	2
Vandenberg AFB, CA	15,786,000	5,475,000	21,261,000	20,606,000	3
Yuma Proving Ground, AZ	625,000	515,000	1,140,000	1,162,000	−2
GGER Totals	**$438,322,000**	**$96,813,000**	**$535,135,000**	**$530,013,000**	**1%**

*Activated 8/25/85.



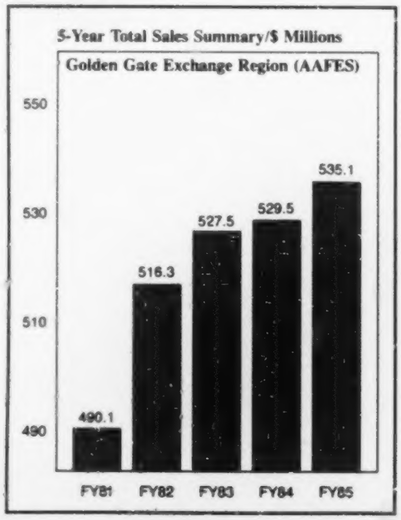
5-Year Retail Sales Summary/$ Millions

Golden Gate Exchange Region (AAFES)



5-Year Services Sales Summary/$ Millions

Golden Gate Exchange Region (AAFES)



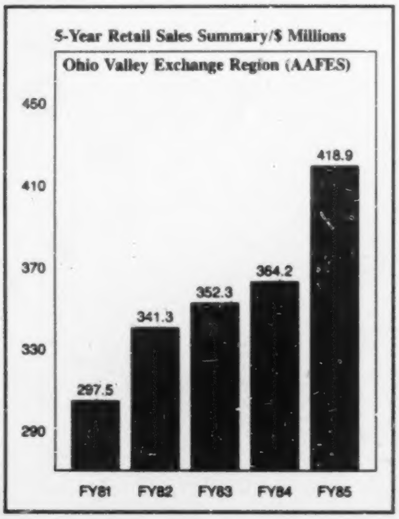
5-Year Total Sales Summary/$ Millions

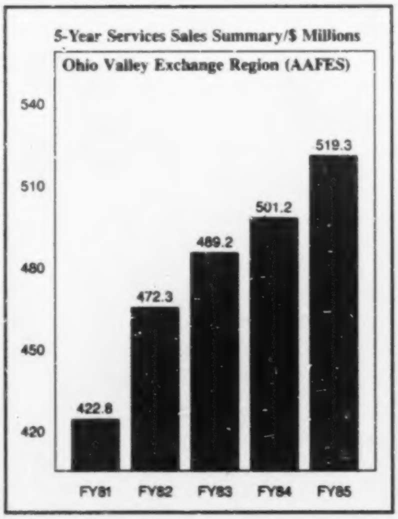
Golden Gate Exchange Region (AAFES)

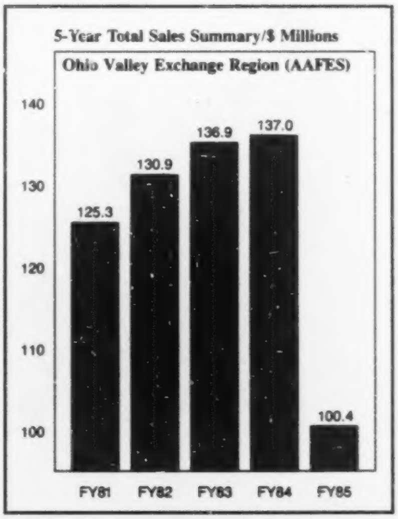
AAFES Exchange Sales—FY85

Ohio Valley Region (OVER)

Store	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Chanute AFB, IL	16,578,000	4,744,000	21,322,000	19,976,000	7
Colorado Springs, CO	24,211,000	3,697,000	27,908,000	26,486,000	5
Denver Exchange (Lowry AFB), CO	34,988,000	7,476,000	42,464,000	38,179,000	11
Ellsworth AFB, SD	8,170,000	1,886,000	10,056,000	9,491,000	6
Fort Benjamin Harrison, IN	13,762,000	2,947,000	16,709,000	15,971,000	5
Fort Campbell, KY	36,565,000	10,358,000	46,923,000	45,533,000	3
Fort Carson, CO	24,179,000	8,172,000	32,351,000	30,159,000	7
Fort Knox, KY	36,103,000	14,497,000	50,600,000	48,210,000	5
Fort Leavenworth, KS	11,394,000	2,361,000	13,755,000	12,435,000	11
Fort Leonard Wood, MO	23,781,000	10,299,000	34,080,000	32,543,000	5
Fort McCoy, WI	10,531,000	882,000	11,413,000	11,338,000	1
Fort Riley, KS	21,808,000	7,515,000	29,323,000	28,031,000	5
Fort Sheridan, IL	7,377,000	639,000	8,016,000	8,296,000	–3
Francis E. Warren AFB, WY	4,996,000	932,000	5,928,000	5,610,000	6
Grand Forks AFB, ND	11,600,000	2,472,000	14,072,000	13,918,000	1
Grissom AFB, IN	5,680,000	1,230,000	6,910,000	6,612,000	5
K.I. Sayer AFB, MI	8,079,000	1,563,000	9,642,000	9,281,000	4
McConnell AFB, KS	6,327,000	1,049,000	7,376,000	7,310,000	1
Minot AFB, ND	9,726,000	2,811,000	12,537,000	12,167,000	3
Oakdale ADS, PA	4,284,000	143,000	4,427,000	4,957,000	–11
Offutt AFB, NE	21,376,000	4,381,000	25,757,000	26,497,000	–3
Rickenbacker ANG, OH	3,798,000	176,000	3,974,000	5,720,000	–31
Scott AFB, IL	22,726,000	4,385,000	27,111,000	27,021,000	0
Selfridge ANG, MI	8,455,000	647,000	9,102,000	8,674,000	5
Tullahoma (Arnold AFS), TN	4,484,000	5,000	4,489,000	4,032,000	11
Whiteman AFB, MO	6,102,000	968,000	7,070,000	7,072,000	0
Wright-Patterson AFB, OH	23,543,000	3,307,000	26,850,000	26,263,000	2
Wurtsmith AFB, MI	8,238,000	934,000	9,172,000	9,485,000	–3
OVER Totals	**$418,861,000**	**$100,476,000**	**$519,337,000**	**$501,267,000**	**4%**



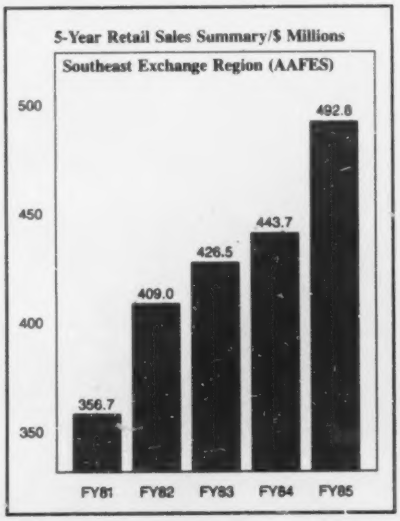




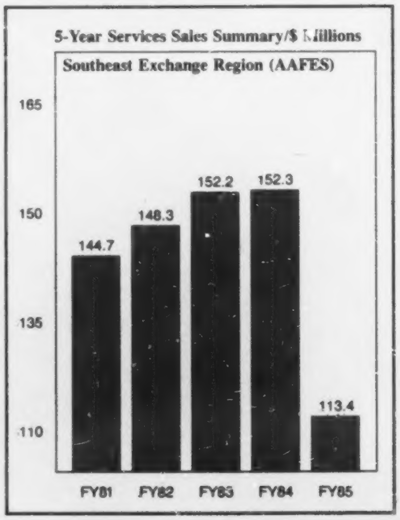
AAFES Exchange Sales—FY85

Southeast Region (SEER)

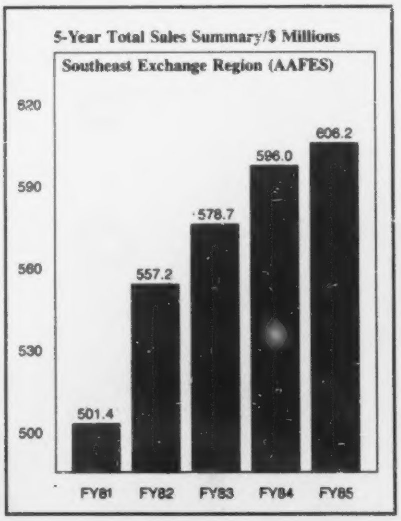
Store	FY 85 $ Sales Retail	FY 85 $ Sales Services & Other	FY 85 $ Sales Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Charleston AFB, SC	10,734,000	1,988,000	12,722,000	13,933,000	−9
Columbus AFB, MS	5,666,000	779,000	6,445,000	6,358,000	1
Eglin AFB, FL	26,453,000	4,942,000	31,395,000	29,941,000	5
Fort Benning, GA	49,343,000	15,429,000	64,772,000	60,773,000	7
Fort Bragg, NC	52,793,000	21,076,000	73,869,000	73,745,000	0
Fort Gordon, GA	27,737,000	11,673,000	39,410,000	35,422,000	11
Fort Jackson, SC	34,354,000	5,857,000	40,211,000	41,965,000	−4
Fort McClellan, AL	20,383,000	4,859,000	25,242,000	26,510,000	−5
Fort McPherson, GA	16,480,000	2,373,000	18,853,000	17,926,000	5
Fort Rucker, AL	18,094,000	4,593,000	22,687,000	21,793,000	4
Fort Stewart, GA	26,574,000	8,081,000	34,655,000	33,668,000	3
Homestead AFB, FL	18,785,000	2,998,000	21,783,000	21,837,000	0
Hurlburt Field, FL	5,096,000	647,000	5,743,000	5,508,000	4
Keesler AFB, MS	34,589,000	6,635,000	41,224,000	40,511,000	2
MacDill AFB, FL	27,230,000	4,280,000	31,510,000	32,877,000	−4
Maxwell AFB, AL	21,339,000	2,810,000	24,149,000	24,524,000	−2
Moody AFB, GA	5,894,000	925,000	6,819,000	6,900,000	−1
Myrtle Beach AFB, SC	9,033,000	1,522,000	10,555,000	10,757,000	−2
Patrick AFB, FL	20,840,000	2,858,000	23,698,000	22,215,000	7
Redstone Arsenal, AL	15,402,000	2,160,000	17,562,000	17,164,000	2
Robins AFB, GA	12,721,000	1,213,000	13,934,000	13,508,000	3
Seymour Johnson AFB, SC	9,314,000	1,587,000	10,901,000	10,750,000	1
Shaw AFB, SC	12,866,000	1,764,000	14,630,000	14,265,000	3
Tyndall AFB, FL	11,066,000	2,341,000	13,407,000	13,205,000	2
SEER Totals	**$492,786,000**	**$113,390,000**	**$606,176,000**	**$596,055,000**	**2%**


5-Year Retail Sales Summary/$ Millions

Southeast Exchange Region (AAFES)


5-Year Services Sales Summary/$ Millions

Southeast Exchange Region (AAFES)


5-Year Total Sales Summary/$ Millions

Southeast Exchange Region (AAFES)

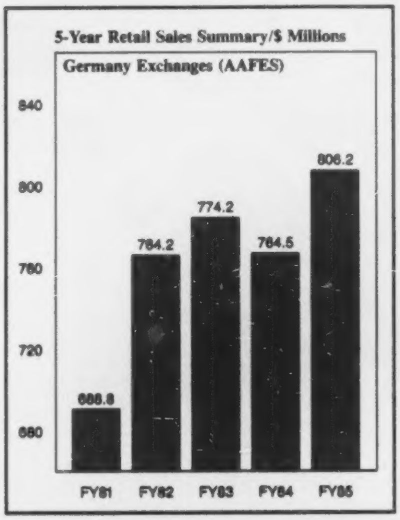
Totals

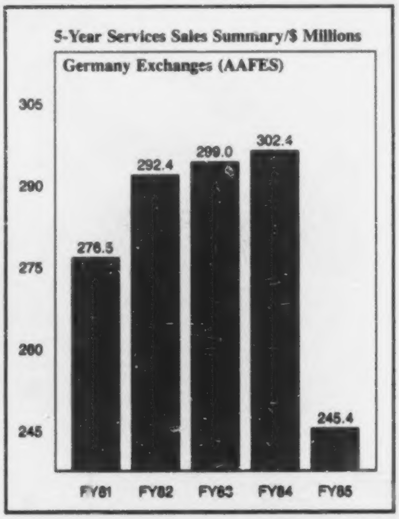
	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
CONUS Totals	**$2,249,264,000**	**$492,711,000**	**$2,741,975,000**	**$2,671,008,000**	**3%**

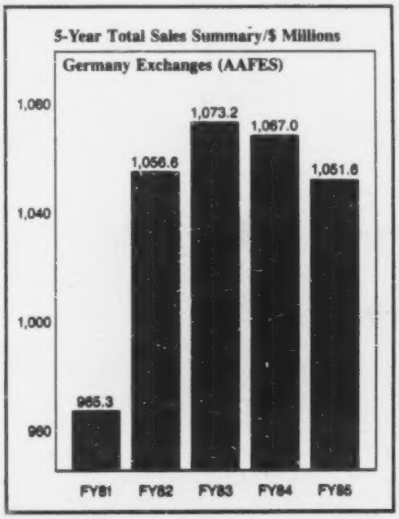
Europe

Germany

Exchange Area	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Chievres Exchange (Belgium)	10,712,000	2,617,000	13,329,000	10,693,000	25
Frankfurt Area (FRAX)	223,278,000	65,322,000	288,600,000	282,542,000	2
Kaiserslauten Area (KAAX)	176,554,000	52,626,000	229,180,000	219,030,000	5
Nuremberg Area (NUAX)	139,709,000	48,954,000	188,663,000	192,398,000	−2
Spangdahlem Area (SAAX)	119,648,000	30,397,000	150,045,000	147,521,000	2
Stuttgart Area (SGAX)	146,984,000	48,147,000	195,131,000	200,120,000	−2
Germany Exchanges' Totals	**$806,173,000**	**$245,446,000**	**$1,051,619,000**	**$1,041,611,000**	**1%**


5-Year Retail Sales Summary/$ Millions


5-Year Services Sales Summary/$ Millions

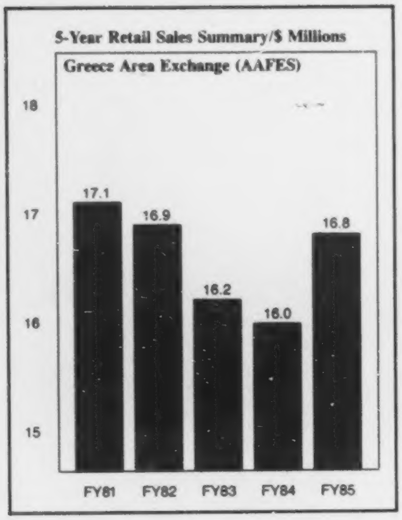

5-Year Total Sales Summary/$ Millions

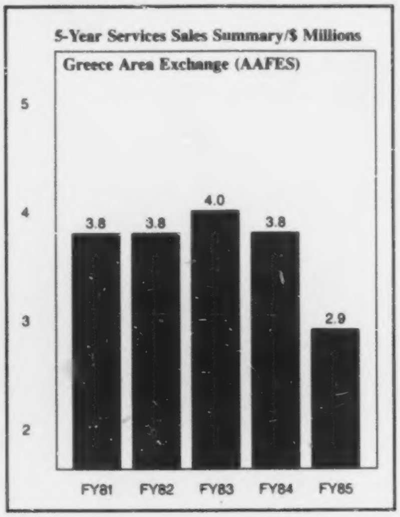
Germany—Other

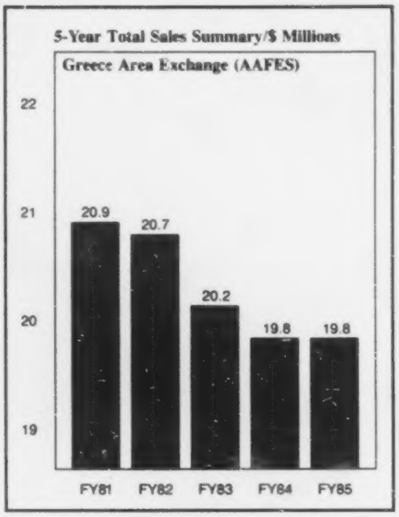
Exchange	FY 85 $ Sales	Services [illegible]	& Other	Total $ Sales Total	Total Sales % Change FY 84
Giessen Depot	77,000	0	77,000	92,000	−16
Gruenstadt Depot	$1,894,000	$0	$1,894,000	$1,835,000	3%

Greece

Exchange Area	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Greece Area Exchange (GRAX)	$16,843,000	$2,938,000	$19,781,000	$19,825,000	0%



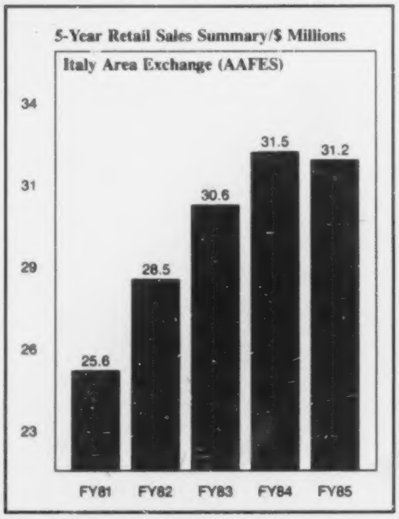


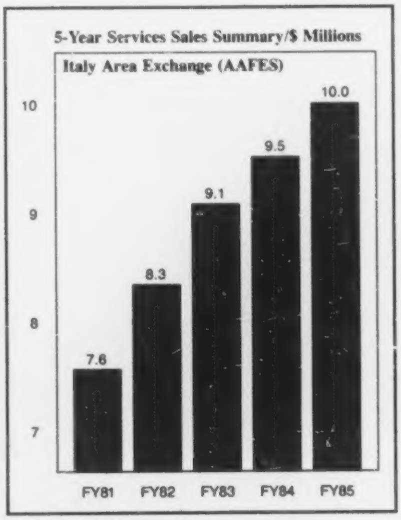


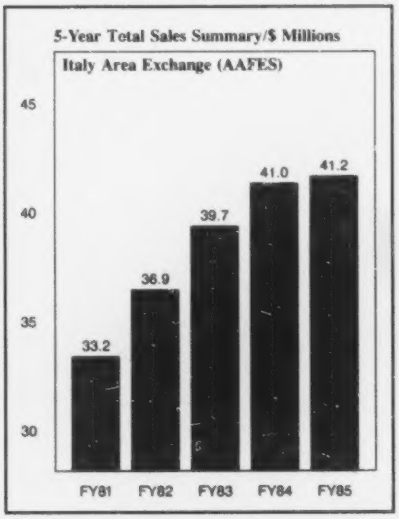
AAFES Exchange Sales—FY85

Italy

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
Exchange Area	Retail	Services & Other	Total		
Italy Area (ITAX)	$31,170,000	$10,011,000	$41,181,000	$41,015,000	0%



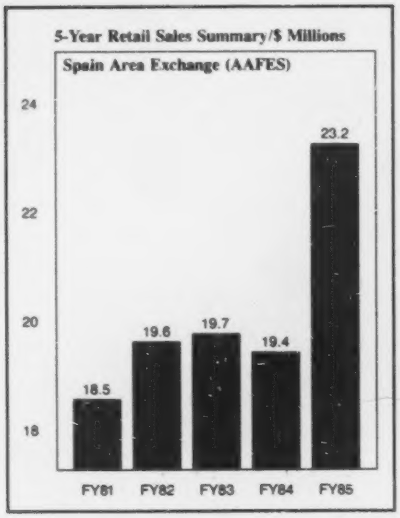




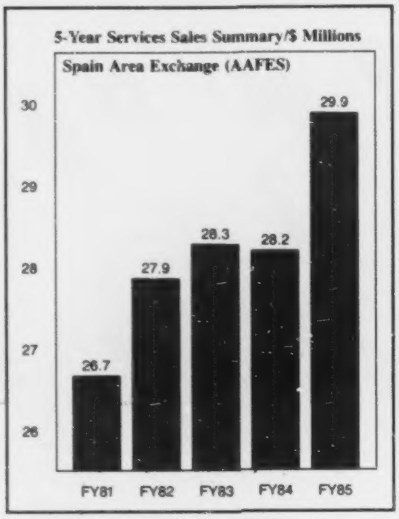
AAFES Exchange Sales—FY85

Spain

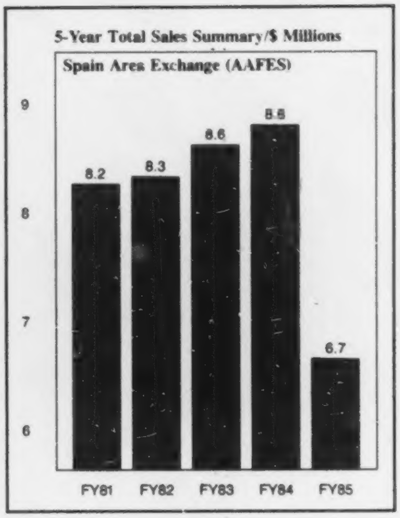
	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
Exchange Area	Retail	Services & Other	Total		
Spain Area (SPAX)	$23,204,000	$6,657,000	$29,861,000	$28,229,000	6%


5-Year Retail Sales Summary/$ Millions

Spain Area Exchange (AAFES)


5-Year Services Sales Summary/$ Millions

Spain Area Exchange (AAFES)

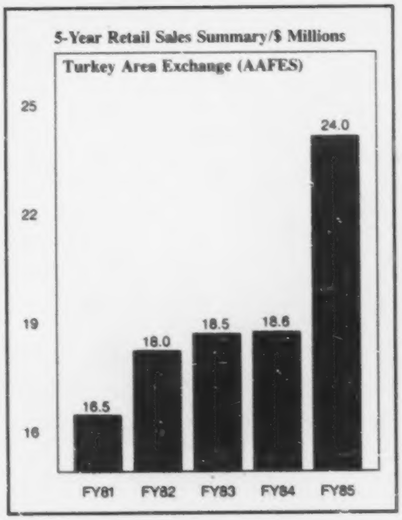

5-Year Total Sales Summary/$ Millions

Spain Area Exchange (AAFES)

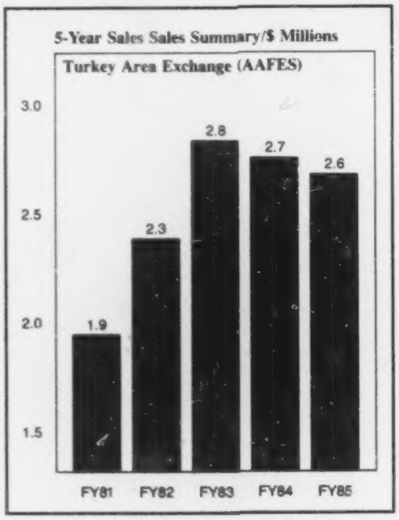
Turkey

Exchange Area	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Turkey Area (TUAX)*	$24,018,000	$2,626,000	$26,644,000	$21,339,000	25%

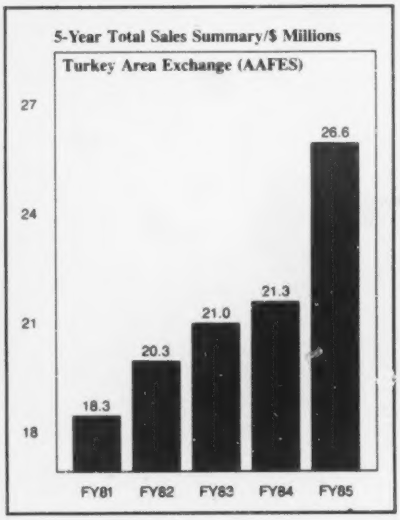
*Saudi Arabia exchange transferred to TUAX 1/25/85.


5-Year Retail Sales Summary/$ Millions

Turkey Area Exchange (AAFES)


5-Year Sales Sales Summary/$ Millions

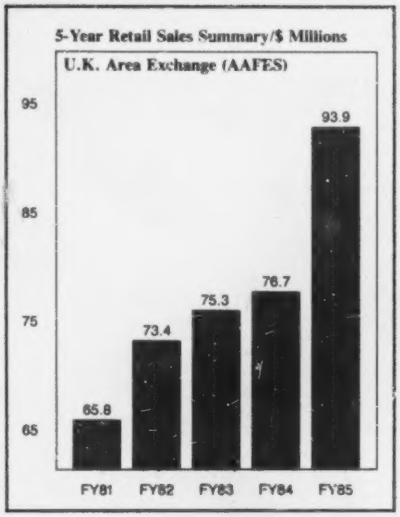
Turkey Area Exchange (AAFES)

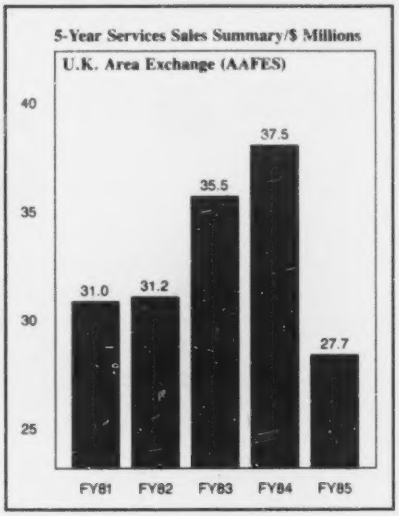

5-Year Total Sales Summary/$ Millions

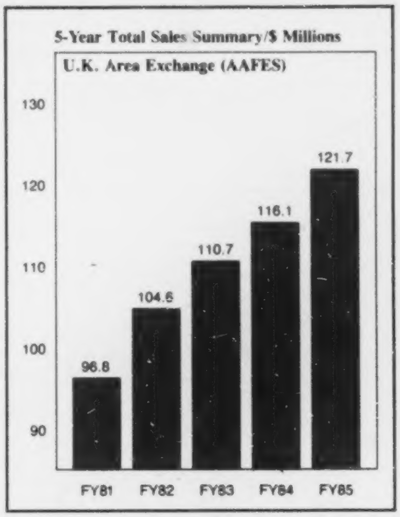
Turkey Area Exchange (AAFES)

United Kindgom

Exchange Area	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
United Kingdom Area (UKAX)	$93,949,000	$27,741,000	$121,690,000	$116,136,000	5%







AAFES Exchange Sales—FY85

Totals

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
AAFES Europe Totals	$1,008,040,000	$298,036,000	$1,306,076,000	$1,280,775,000	2%

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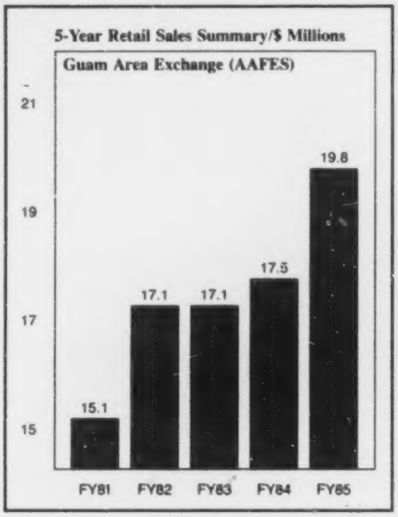
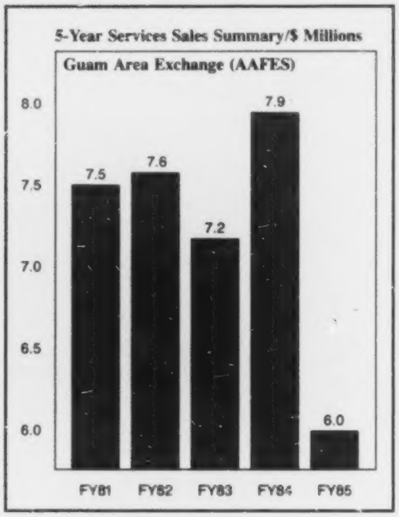
AAFES Exchange Sales—FY85 (Pacific)

Guam

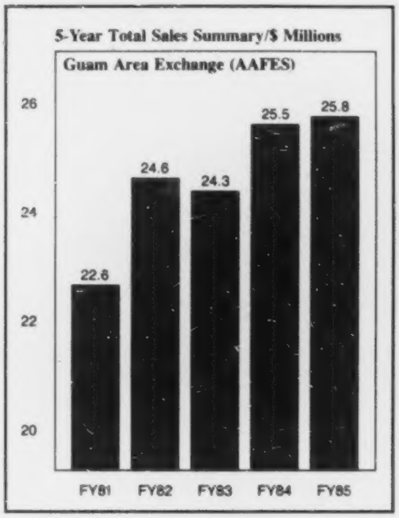
Exchange Area	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Guam Area (GUAX)	$19,791,000	$5,962,000	$25,753,000	$25,508,000	1%


5-Year Retail Sales Summary/$ Millions

Guam Area Exchange (AAFES)


5-Year Services Sales Summary/$ Millions

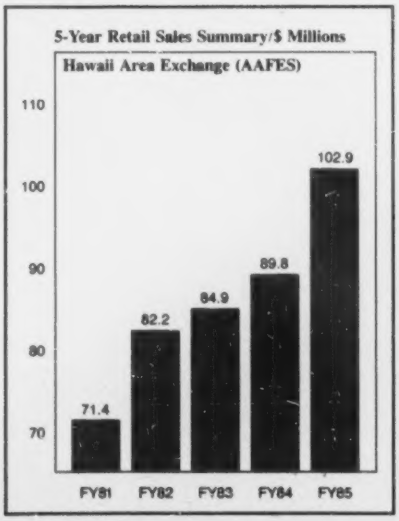
Guam Area Exchange (AAFES)


5-Year Total Sales Summary/$ Millions

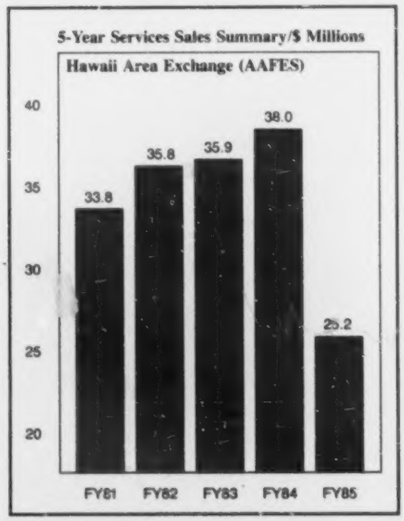
Guam Area Exchange (AAFES)

Hawaii

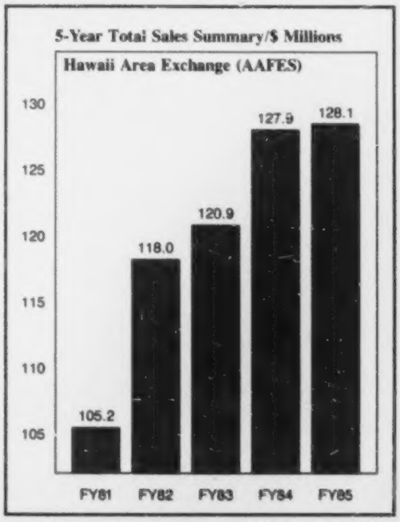
Exchange Area	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Hawaii Area (HAAX)	$102,934,000	$25,164,000	$128,098,000	$127,855,000	0%


5-Year Retail Sales Summary/$ Millions

Hawaii Area Exchange (AAFES)


5-Year Services Sales Summary/$ Millions

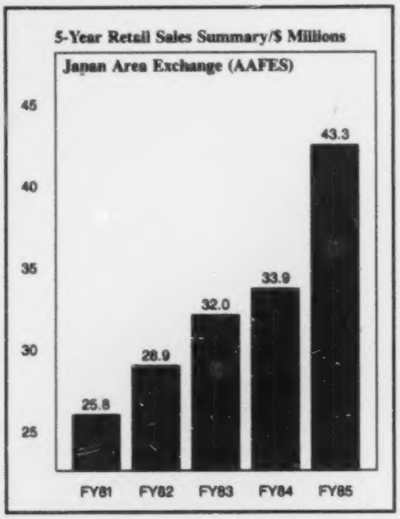
Hawaii Area Exchange (AAFES)

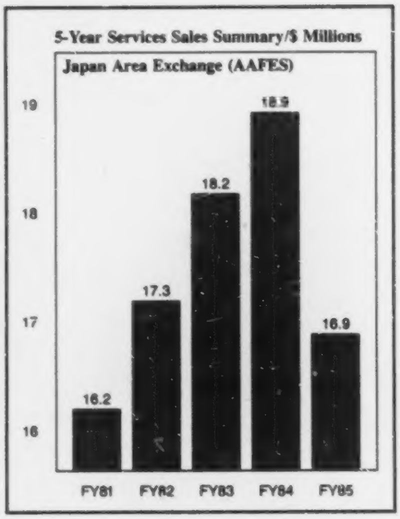

5-Year Total Sales Summary/$ Millions

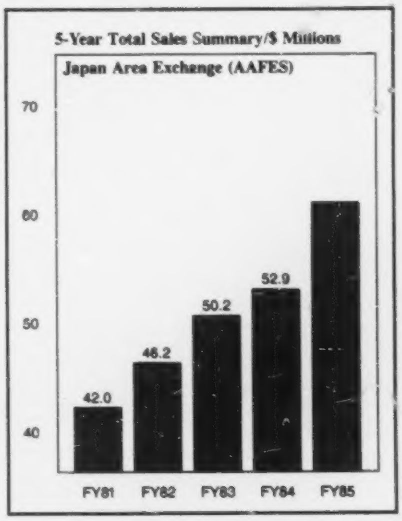
Hawaii Area Exchange (AAFES)

Japan

Exchange Area	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Japan Area (JAAX)	$43,308,000	$16,870,000	$60,178,000	$52,899,000	14%

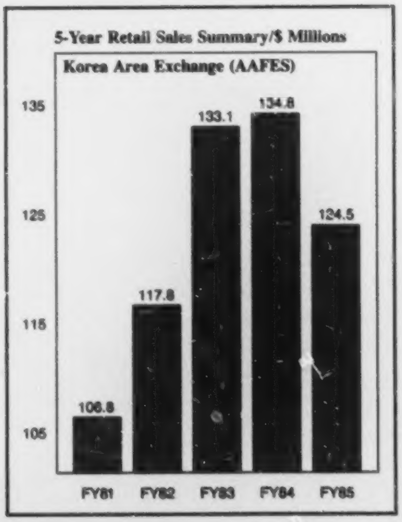


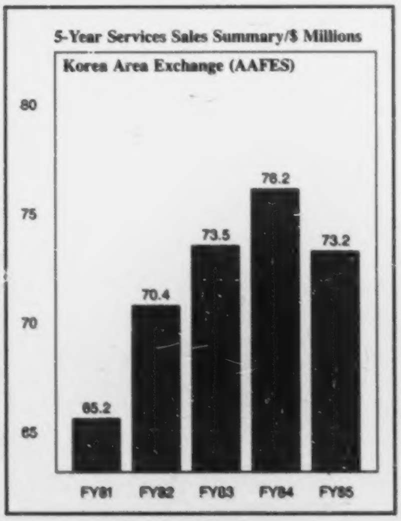


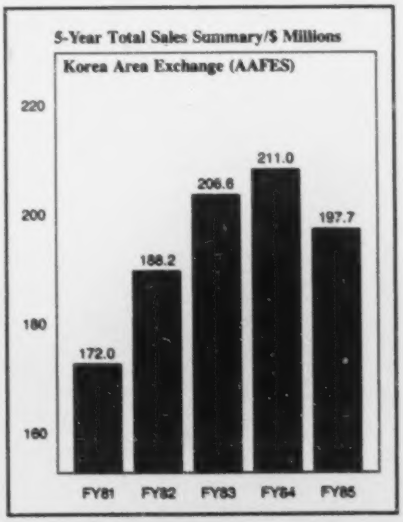


Korea

Exchange Area	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Korea Area (KOAX)	$124,483,000	$73,173,000	$197,656,000	$211,010,000	−6%

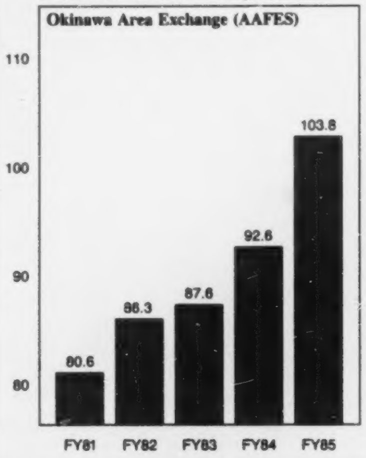


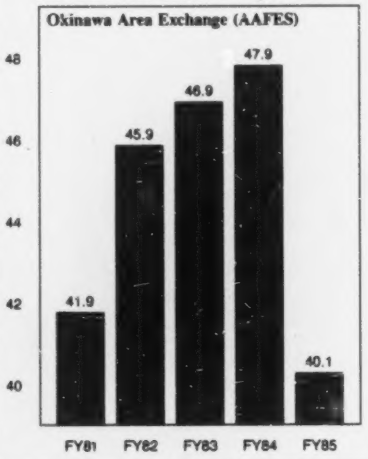


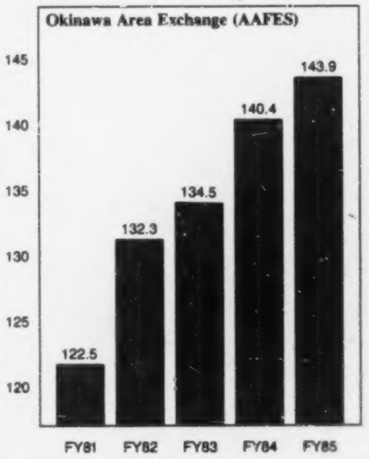


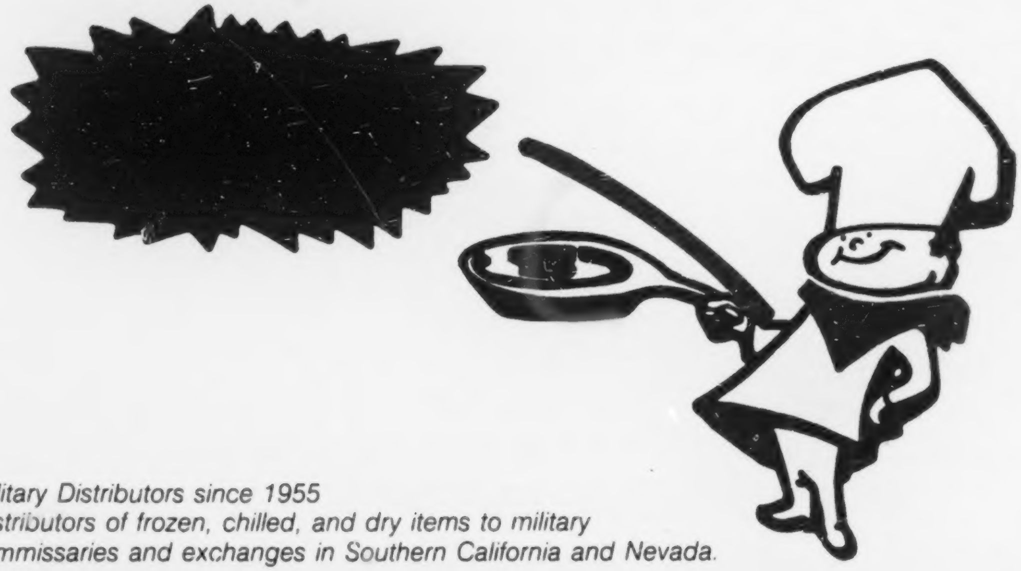
Okinawa

Exchange Area	FY 85 $ Sales Retail	 Services & Other	 Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Okinawa Area (OKAX)	$103,808,000	$40,058,000	$143,866,000	$140,414,000	2%


5-Year Retail Sales Summary/$ Millions


5-Year Services Sales Summary/$ Millions


5-Year Total Sales Summary/$ Millions



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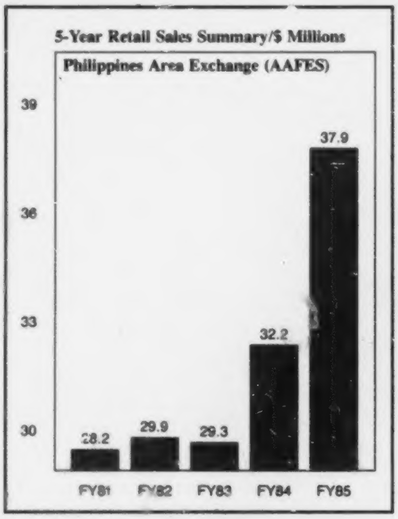
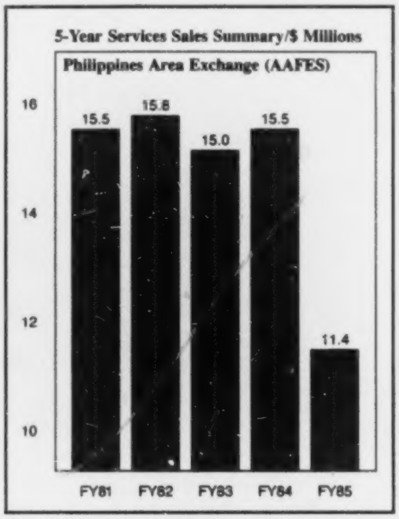
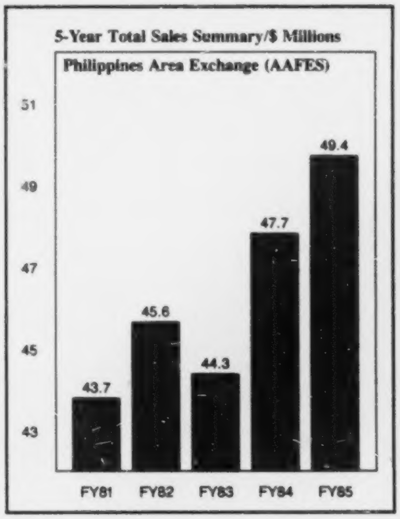
Philippines

Exchange Area	FY 85 $ Sales Retail	 Services & Other	 Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Philippines Area (PHAX)	$37,935,000	$11,439,000	$49,374,000	$47,659,000	4%


5-Year Retail Sales Summary/$ Millions


5-Year Services Sales Summary/$ Millions


5-Year Total Sales Summary/$ Millions

Totals

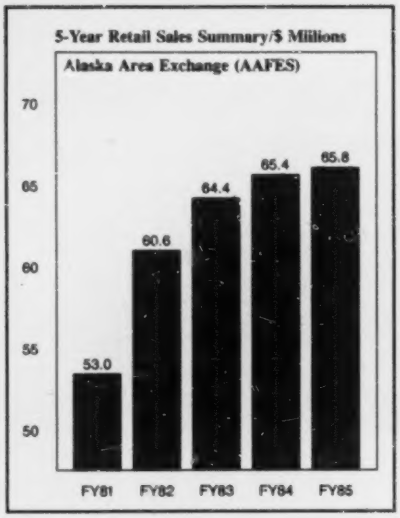
	FY 85 $ Sales Retail	 Services & Other	 Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
AAFES – Pacific Totals	**$432,259,600**	**$172,666,000**	**$604,925,000**	**$605,345,000**	**0%**

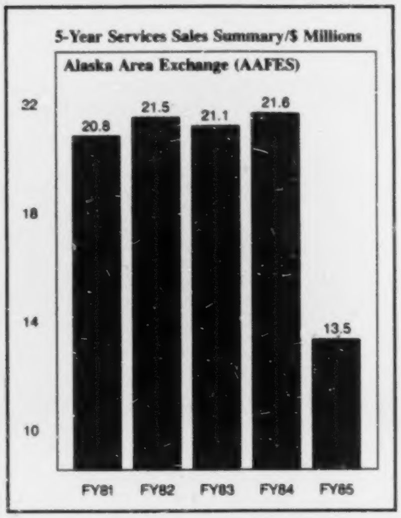
AAFES Exchange Sales—FY85 (Other—Overseas)

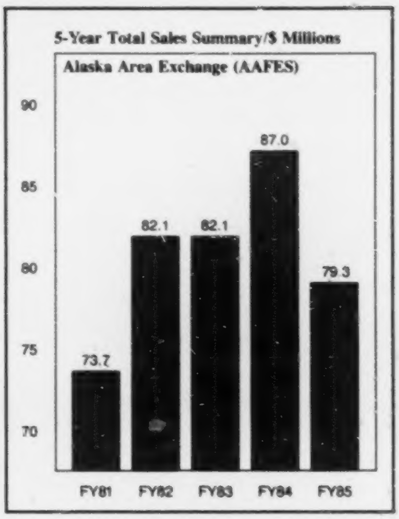
Alaska

Exchange Area	FY 85 $ Sales Retail	 Services & Other	 Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Elmendorf AFB/Fort Richardson (Anchorage)	39,485,000	9,512,000	48,997,000	54,255,000	–10
Fort Greely (Big Delta)*	0	0	0	3,363,000	–100
Fort Wainwright (Fairbanks)*	0	0	0	26,631,000	–100
Northern Alaska (eff 1/25/85)	24,980,000	3,758,000	28,738,000	0	–
"Remote Sites"	1,342,000	228,000	1,570,000	2,759,000	–43
AKAX Totals	**$65,807,000**	**$13,498,000**	**$79,305,000**	**$87,008,000**	**–9%**

*Consolidated with Northern Alaska 1/25/85.







Azores

Exchange	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Azores	$8,174,000	$2,020,000	$10,194,000	$9,305,000	10%

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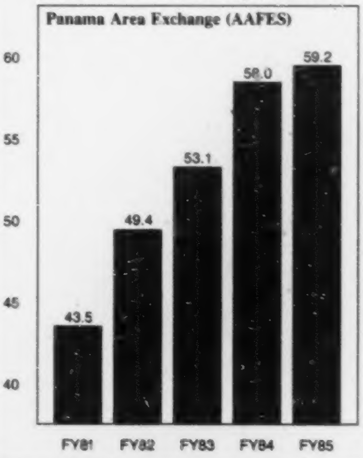
Greenland

Exchange	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Sondrestrom AB	$1,299,000	$53,000	$1,352,000	$1,321,000	2%
Thule AB	$2,612,000	$69,000	$2,681,000	$3,015,000	−11%

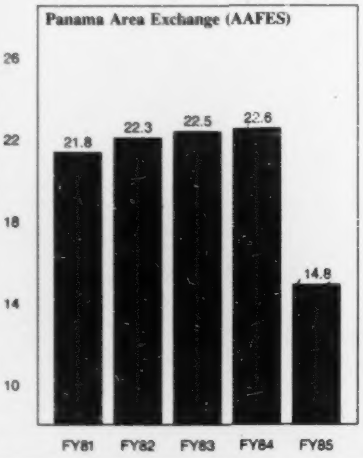
Panama

Exchange Area	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Panama Area (PAAX)	$59,174,000	$14,789,000	$73,963,000	$80,548,000	−8%

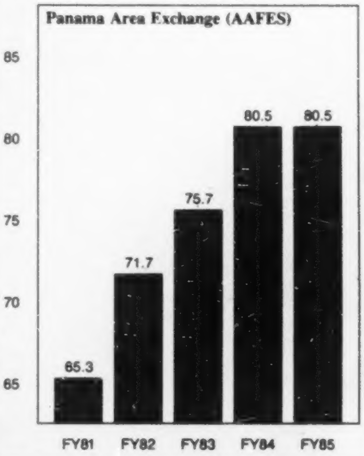
5-Year Retail Sales Summary/$ Millions



5-Year Services Sales Summary/$ Millions



5-Year Total Sales Summary/$ Millions



Puerto Rico

Exchange Area	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Puerto Rico (PRAX)	$35,897,000	$2,098,000	$37,995,000	$37,574,000	1%

Totals

	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Overseas Totals	**$1,577,400,897**	**$501,133,098**	**$2,078,533,995**	**$2,067,354,574**	**1%**
Worldwide Totals	**$3,826,664,897**	**$993,844,098**	**$4,820,508,995**	**$4,738,362,574**	**2%**

Coast Guard NAFA Sales—FY85 Continental U.S.

Coast Guard Cutters

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Coast Guard Cutters	$240,994		$473,278	$526,868	−10

NAFAs

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
Store	Retail	Services & Other	Total		
Alameda, CA	877,955	341,306	1,219,261	1,190,124	2
Alexandria, VA	33,719	78,868	112,587	116,848	−4
Atlantic Beach, NC	31,164	26,259	57,423	45,260	27
Baltimore, MD	498,922	333,511	832,433	970,390	−14
Boston, MA	1,219,257	327,966	1,547,223	1,465,747	6
Brooklyn, NY	2,402,703	1,067,187	3,469,890	2,862,593	21
Buffalo, NY	198,088	5,935	204,023	204,599	0
Cape Cod, MA	2,719,830	6,096,000	8,815,830	8,553,555	3
Cape May, NJ	1,858,217	1,291,866	3,150,083	2,948,519	7
Charlestown, SC	262,175	838,378	1,100,553	1,023,499	8
Clearwater, FL	1,157,326	663,145	1,820,471	1,683,359	8
Cleveland, OH	711,080	319,296	1,030,376	870,575	18
Detroit, MI	580,850	61,648	642,498	526,467	22
Elizabeth City , NC	1,439,267	515,555	1,954,822	1,833,619	7
Galena Park, TX	45,708	7,058	52,766	66,369	−20
Galveston, TX	293,454	95,388	388,842	409,842	−5
Gloucester City, NJ	593,816	0	593,816	621,098	−4
Governors Island, NY	3,123,111	2,286,420	5,409,531	5,918,232	−9
Long Island, NY	484,267	0	484,267	652,897	−26
Mayport, FL	1,006,837	7,105	1,013,942	1,010,600	0
McKinleyville, CA	83,580	8,654	92,234	104,781	−12
Miami Beach, FL	382,926	146,177	529,103	512,102	3
Milwaukee, WI	148,593	8,244	156,837	155,846	1
Mobile (Base), AL	1,389,426	861,985	2,251,411	2,239,666	1
Mobile, AL (ATC)	1,753,335	7,876,245	9,629,580	9,595,200	0
Muskegon, MI	356,746	93,637	450,383	451,054	0
New Haven, CT	3,758,568	1,538,165	5,296,733	5,177,744	2
New Orleans, LA	332,785	37,099	369,884	355,702	4
North Bend, OR	74,512	347,026	421,538	406,135	4
Opa Locka, FL	2,297,558	2,643,163	4,940,721	4,795,894	3
Petaluma, CA	865,660	271,737	1,137,397	1,573,779	−28
Port Angeles, WA	366,653	329,167	695,820	787,701	−12
Portland, OR	98,720	54,291	153,011	61,980	147
Portsmouth, VA	837,610	448,021	1,285,631	1,319,906	−3
San Diego, CA	56,416	18,767	75,183	90,333	−17
San Pedro, CA	152,396	45,313	197,709	271,799	−27
Sault St. Marie, MI	160,337	27,538	187,875	183,416	2
Seattle, WA	856,781	686,964	1,543,745	1,676,365	−8
South Portland, ME	2,109,845	680,043	2,789,888	2,721,698	3
St. Louis, MO	388,804	174,464	563,268	600,321	−6
St. Petersburg, FL	3,295,076	3,828,477	7,123,553	7,142,893	0
Traverse City, MI	216,870	619,879	836,749	901,568	−7
Warrenton, OR	508,610	809,388	1,317,998	1,146,948	15
Yorktown, VA	1,323,454	597,494	1,920,948	1,924,509	0

Coast Guard NAFA Sales—FY85

Totals

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
CONUS Totals	**$41,594,001**	**$36,514,829**	**$78,341,114**	**$77,698,400**	**1%**

Alaska	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Juneau, AK	461,824	30,799	492,623	991,569	−50
Ketchikan, AK	476,384	107,770	584,154	570,259	2
Kodiak, AK	3,342,348	2,387,714	5,730,062	5,032,233	14
Sitka, AK	289,520	74,699	364,219	357,977	2
Alaska Totals	**$4,570,076**	**$2,600,982**	**$7,171,058**	**$6,952,038**	**3%**

Hawaii

Barbers Point, HI	0	178,298	178,298	112,128	59
Honolulu, HI	1,604,142	2,866,807	4,470,949	4,002,921	12
Hawaii Totals	**$1,604,142**	**$3,045,105**	**$4,649,247**	**$4,115,049**	**13%**

Italy

Lampedusa	20,357	3,835	24,192	30,689	−21
Sellia Marina	24,518	0	24,518	23,578	4
Italy Totals	**$44,875**	**$3,835**	**$48,710**	**$54,267**	**−10%**

Puerto Rico

Aquadilla	2,126,546	3,793,553	5,920,099	5,813,004	2
San Juan	1,616,986	1,811,066	3,428,052	2,766,512	24
Puerto Rico Totals	**$3,743,532**	**$5,604,619**	**$9,348,151**	**$8,579,516**	**9%**

Spain

Estaritt	44,431	459	44,890	12,288	265

Turkey

Kargabarun	11,320	0	11,320	7,232	57

United Kingdom

Sylt	18,456	1,867	20,323	14,189	43

Totals

Overseas Totals	**$10,036,832**	**$11,256,867**	**$21,293,699**	**$19,734,579**	**8%**
Worldwide Totals	**$51,871,827**	**$47,771,696**	**$100,108,091**	**$97,959,847**	**2%**

Navy Exchange Sales—FY 85

Summary of Sales by Retail Department

Department/Dept. Code	Continental U.S. $ Sales	%	Overseas $ Sales	%	Worldwide $ Sales	%
Auto Accessories/C8	20,640,148	2.7	6,901,234	2.0	27,541,383	2.5
Beverages (Beer & Soda)/A6	44,986,033	5.9	21,875,958	6.4	66,861,992	6.1
Books & Periodicals/C7	12,657,844	1.7	5,530,181	1.6	18,188,026	1.7
Boys' Wear/G2	8,226,559	1.1	2,119,288	0.6	10,345,847	0.9
Cameras & Equipment/B1	9,692,621	1.3	7,835,819	2.3	17,528,441	1.6
Candy & Confections/A1	12,585,287	1.7	5,391,297	1.6	17,976,585	1.6
Consumer Electronics & Musical Instruments/B5	47,799,126	6.3	64,721,913	18.8	112,521,040	10.2
Domestics/E4	14,492,339	1.9	6,102,829	1.8	20,595,169	1.9
Electrical Appliances/B4	18,873,844	2.5	15,894,164	4.6	34,768,008	3.2
Fabrics & Sewing Accessories/F2	53	a	2,062,382	0.6	2,062,435	0.2
Family Shoes/E7	17,428,308	2.3	5,320,196	1.5	22,748,505	2.1
Film & Accessories/A7	7,873,698	1.0	2,991,267	0.9	10,864,965	1.0
Food (Convenience Products)/A4	37,762,519	5.0	18,230,310	5.3	55,992,830	5.1
Fragrances & Cosmetics/D5	16,987,801	2.2	5,161,455	1.5	22,149,256	2.0
Furniture/B9	3,438,361	0.5	15,824,155	4.6	19,262,517	1.7
Garden Supplies & Outdoor Living/C9	23,840,678	3.1	4,244,192	1.2	28,084,871	2.5
Girls' Wear/G1	8,019,500	1.1	2,337,635	0.7	10,357,136	0.9
Hardware & Pet Supplies/C4	16,673,059	2.2	4,192,776	1.2	20,865,835	1.9
Home Furnishings & Giftware/B8	15,375,589	2.0	14,441,110	4.2	29,816,699	2.7
Household Supplies/D3	13,209,909	1.7	5,872,749	1.7	19,082,659	1.7
Housewares/B2	11,824,598	1.6	4,846,996	1.4	16,671,595	1.5
Infants' & Children's Wear/E5	10,641,730	1.4	3,998,561	1.2	14,640,291	1.3
Intimate Apparel & Accessories/E3	17,250,662	2.3	4,153,740	1.2	21,404,402	1.9
Jewelry/[illegible]	19,140,718	2.5	11,302,030	3.3	30,442,749	2.8
Luggage & Leather Goods/C1	9,117,534	1.2	2,214,923	0.6	11,332,458	1.0
Men's Wear & Accessories/E2	59,649,819	7.9	15,234,266	4.4	74,884,086	6.8
Party Goods & Greeting Cards/C3	11,280,204	1.5	3,901,940	1.1	15,182,145	1.4
Records & Tapes/A8	15,425,283	2.0	14,579,270	4.2	30,004,554	2.7
Sporting Goods/B3	11,949,511	1.6	7,269,637	2.1	19,219,149	1.7
Stationery/C2	12,410,045	1.6	3,713,311	1.1	16,123,357	1.5
Tobacco & Smoking Accessories/A2	94,033,407	12.4	13,228,146	3.9	107,261,553	9.7
Toiletries & Drugs/D1	36,030,728	4.8	11,056,332	3.2	47,087,060	4.3
Toys & Wheel Goods/C5	17,285,934	2.3	8,402,710	2.4	25,688,645	2.3
Watches & Accessories/D4	9,110,016	1.2	3,972,682	1.2	13,082,699	1.2
Women's Ready-to-Wear/E8	25,224,896	3.3	6,949,180	2.0	32,174,077	2.9
Miscellaneous/E9	2,910,375	0.4	3,047,297	0.9	5,957,673	0.5
Department Sales Adjustments*						
All "B" Departments/B6	20	a	1,901,457	0.6	1,901,457	0.2
All "C" Departments/C6	909,080	0.1	119,035	a	1,028,116	0.1
All "D" Departments/D6	0	a	55,403	a	55,403	a
All "E" Departments/E6	0	a	65,519	a	65,518	a
Retail Subtotals	**$714,757,836**	**94.2%**	**$337,063,345**	**98.1%**	**$1,051,821,186**	**95.5%**
Uniforms & Accessories	43,632,353	5.8	6,396,463	1.9	50,028,816	4.5
Retail Department Totals	**$758,390,189**	**100.0%**	**$343,459,808**	**100.0%**	**$1,101,850,002**	**100.0%**

Note: Navy Exchange sales for FY85 are preliminary and unaudited.

a Less than one-tenth of one percent

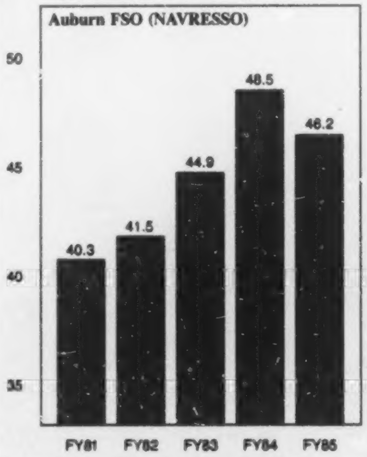
* Sales adjustments compensate for inventory and are prorated among appropriate retail departments prior to NAVRESSO's release of final sales data.

NAVRESSO Exchange Sales—FY85 Continental U.S.

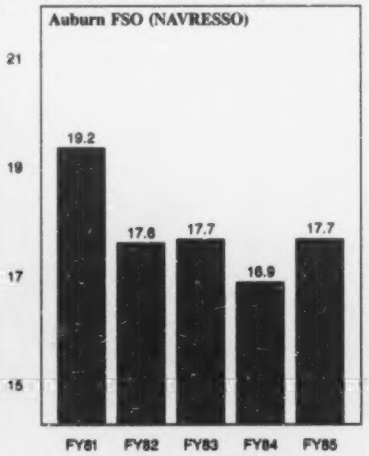
Auburn FSO

Store	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Bangor (NSB), WA	8,813,408	5,299,295	14,112,703	13,452,235	5
Bremerton (PSNS), WA	9,024,173	3,487,353	12,511,526	13,290,141	−6
Coos Head (NF), OR	71,567	2,472	74,039	80,539	−8
Pacific Beach (NF), WA	101,986	17,602	119,588	119,195	0
Seattle (NS), WA	14,106,174	2,756,531	16,862,705	17,756,589	−5
Whidbey Island (NAS), WA	14,114,984	6,096,020	20,211,004	20,722,551	−2
Auburn FSO Totals	**$46,232,292**	**$17,659,273**	**$63,891,565**	**$65,421,250**	**−2%**

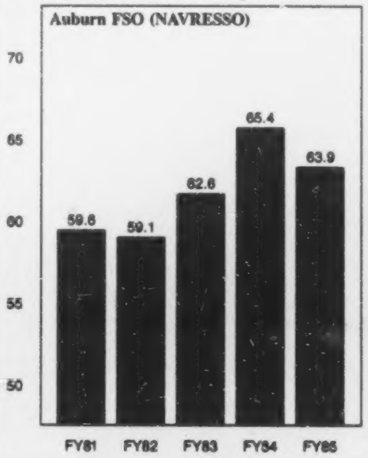
5-Year Retail Sales Summary/$ Millions



5-Year Services Sales Summary/$ Millions



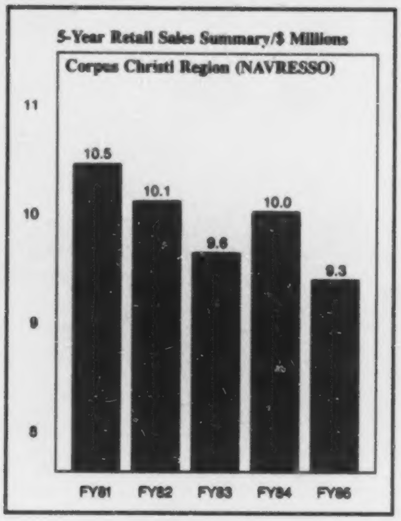
5-Year Total Sales Summary/$ Millions

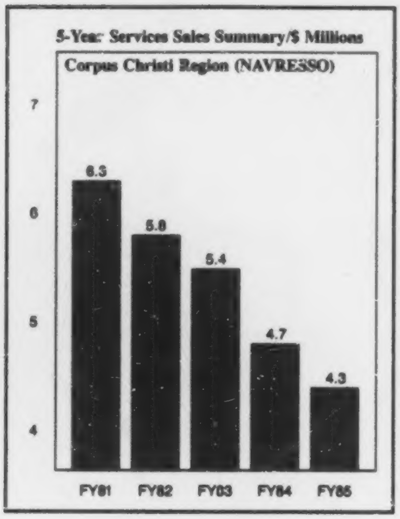


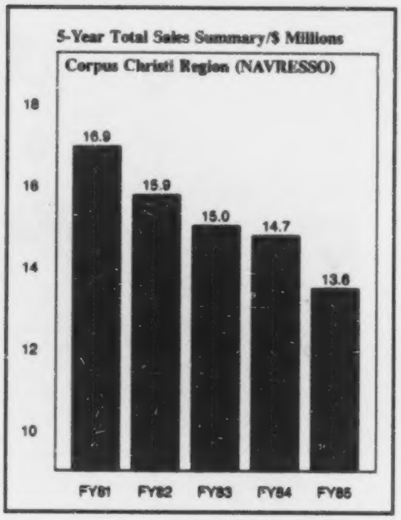
Corpus Christi Region

Store	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Beeville (NAS), TX[b]	1,511,104	1,170,514	2,681,618	2,767,382	−3
Corpus Christi (NAS), TX[m]	6,267,398	2,015,433	8,282,831	8,993,924	−8
Kingsville (NAS), TX[b]	1,488,711	1,126,768	2,615,479	2,969,878	−12
Region Totals	**$9,267,213**	**$4,312,715**	**$13,579,928**	**$14,731,184**	**−8%**

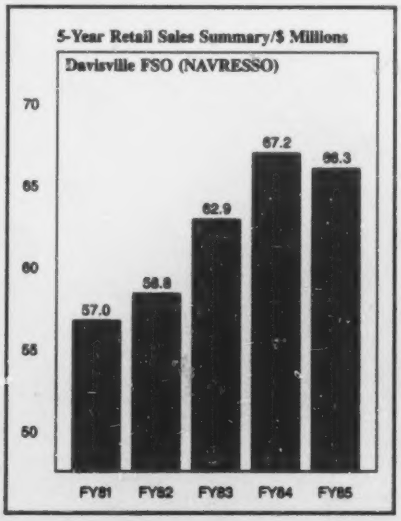
Notes: [m]Main Exchange; [b]Branch Exchange

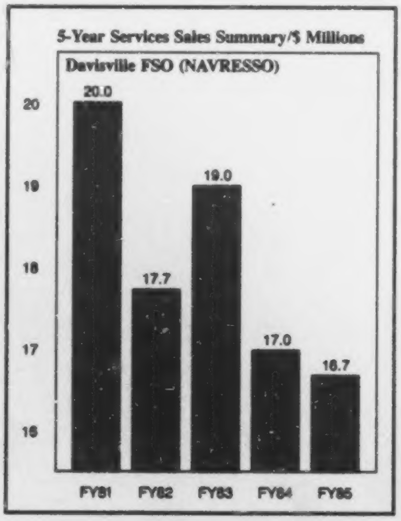


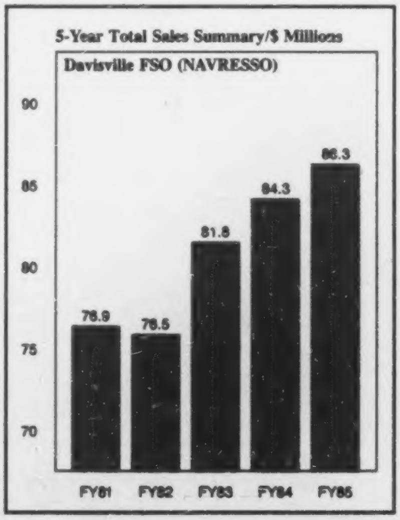




Store	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Brooklyn (NS), NY	1,391,472	138,195	1,529,667	1,695,988	−10
Brunswick (NAS), ME	7,154,090	2,077,341	9,231,431	9,485,682	−3
Cutler (NCU), ME	301,197	66,681	367,878	392,179	−6
Davisville (NCBC)	1,698,305	22,121	1,720,426	1,851,677	−7
Mitchel Field (NHA), NY	8,158,893	1,036,706	9,195,599	9,454,212	−3
New London (NSB), CT	25,213,524	8,334,645	33,548,169	35,988,714	−7
Newport (NETC), RI	15,590,273	4,001,963	19,592,236	18,694,680	5
Portsmouth (PNS), NH	426,413	295,542	721,955	740,347	−2
Scotia (NAU), NY	1,692,562	45,170	1,737,732	1,922,048	−10
South Weymouth (NAS), MA	4,262,118	468,350	4,730,468	5,283,679	−10
Winter Harbor (NSFGA), ME	384,581	248,912	633,493	640,282	−1
Davisville FSO Totals	**$66,273,428**	**$16,735,626**	**$83,009,054**	**$86,149,488**	**−4%**



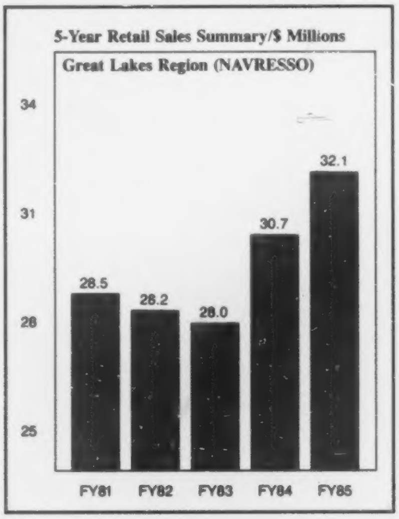


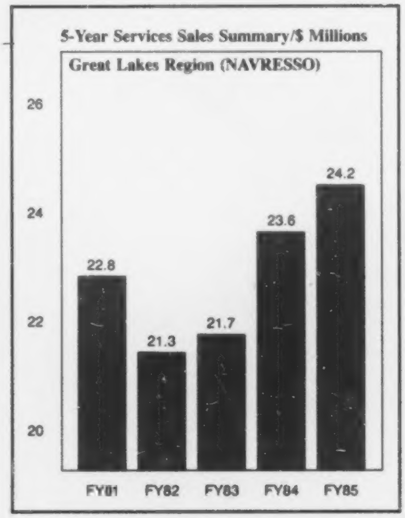


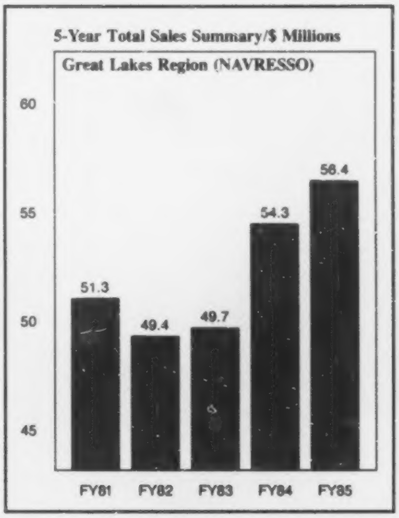
NAVRESSO Exchange Sales—FY85

Great Lakes Region

	FY 85 $ Sales				
Store	Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Crane (NWSC), IN	297,972	91,449	389,421	335,880	16
Glenview (NAS), IL	1,482,475	790,534	2,273,009	2,262,164	0
Great Lakes (NRMC), IL	872,110	1,240,277	2,112,387	2,216,818	−5
Great Lakes (NAC), IL	29,477,446	22,151,455	51,628,901	49,526,021	4
Region Totals	**$32,130,003**	**$24,273,715**	**$56,403,718**	**$54,340,883**	**4%**

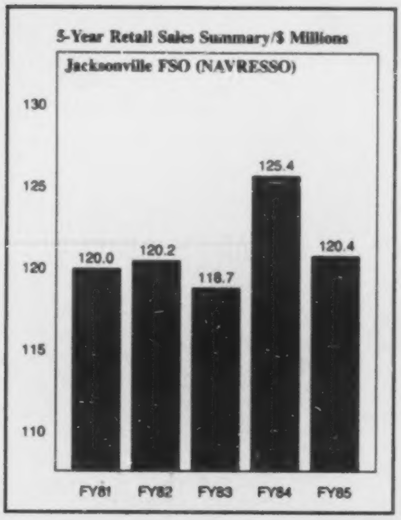

5-Year Retail Sales Summary/$ Millions

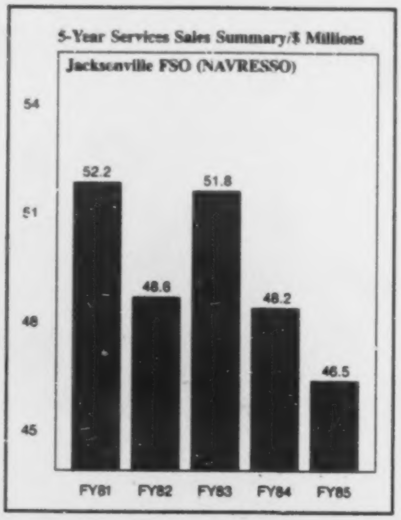

5-Year Services Sales Summary/$ Millions

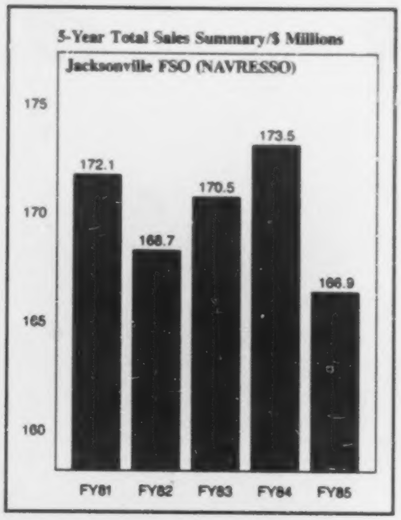

5-Year Total Sales Summary/$ Millions

Jacksonville FSO

	FY 85 $ Sales				
Store	Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Athens (NSCS), GA	1,714,976	489,045	2,204,021	1,993,010	11
Atlanta (NAS), GA	1,887,745	764,351	2,652,096	2,723,191	−3
Beaufort (NH), SC	595,211	419,024	1,014,235	1,037,281	−2
Cecil Field (NAS), FL	5,924,920	4,294,309	10,219,229	10,046,783	2
Charleston (NRMC), SC	278,033	385,540	663,573	768,116	−14
Charleston (NS), SC	13,564,759	5,916,136	19,480,895	22,138,881	−12
Charleston (NWS), SC	5,217,919	1,741,706	6,959,625	7,544,977	−8
Jacksonville (NAS), FL	26,866,788	9,865,232	36,732,020	39,890,026	−8
Key West (NAS), FL	4,346,212	1,836,276	6,182,488	6,299,918	−2
Kings Bay (NSB), GA	2,236,814	1,679,361	3,916,175	3,652,714	7
Mayport (NS), FL	9,944,158	5,316,380	15,260,538	14,395,371	6
Orlando (NTC), FL	47,816,271	13,752,852	61,569,123	63,059,653	−2
Jacksonville FSO Totals	**$120,393,806**	**$46,460,212**	**$166,854,018**	**$173,549,921**	**−4%**

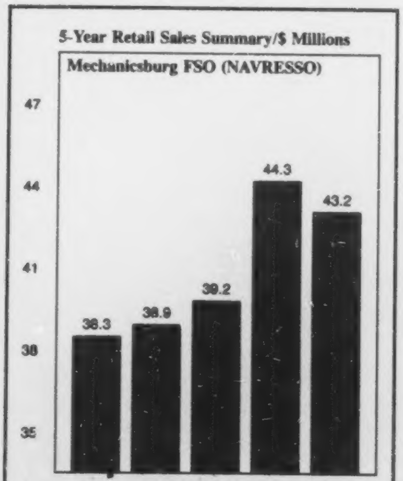


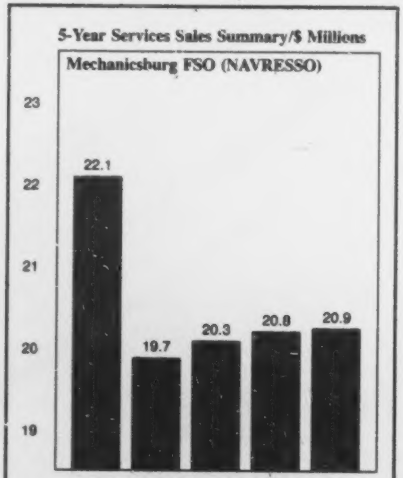


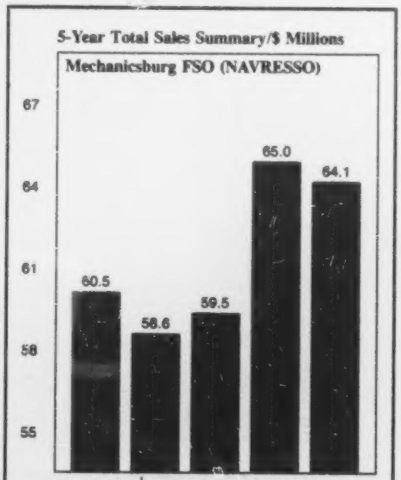


Mechanicsburg FSO

Store	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Annapolis (NS), MD	4,532,421	1,519,241	6,051,662	5,634,490	7
Arlington (NUC), VA	1,202,808	227,933	1,430,741	1,159,217	23
Bethesda (NMC), MD	8,069,235	4,512,095	12,581,330	12,920,602	−3
Colts Neck (NWS), NJ	470,318	289,916	760,234	978,540	−22
Dahlgren (NSWS), VA	437,068	778,238	1,215,306	1,148,291	6
Indian Head (NOS), MD	365,510	246,204	611,714	580,699	5
Lakehurst (NAEC), NJ	2,922,421	1,006,444	3,928,865	3,552,722	11
Mechanicsburg (NSPCC), PA	699,366	30,318	729,684	712,467	2
Patuxent River (NAS), MD	6,493,243	3,615,433	10,108,676	10,623,159	−5
Philadelphia (ASO), PA	436,764	15,765	452,529	397,056	14
Philadelphia (NRMC), PA	444,774	131.189	575,963	549,036	5
Philadelphia (NS), PA	11,206,394	4,432,734	15,639,128	16,302,282	−4
Warminster (NADC), PA	431,857	94,730	526,587	560,182	−6
Washington Navy Yard (ND), DC	1,118,634	2,914,973	4,033,607	4,327,460	−7
Willow Grove (NAS), PA	4,401,900	1,073,237	5,475,137	5,643,471	−3
Mechanicsburg FSO Totals	**$43,232,713**	**$20,888,450**	**$64,121,163**	**$65,089,674**	**−1%**

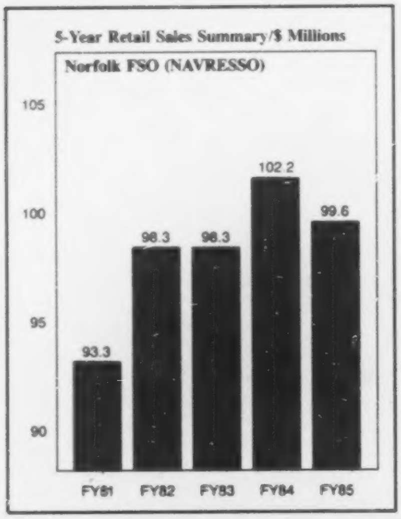


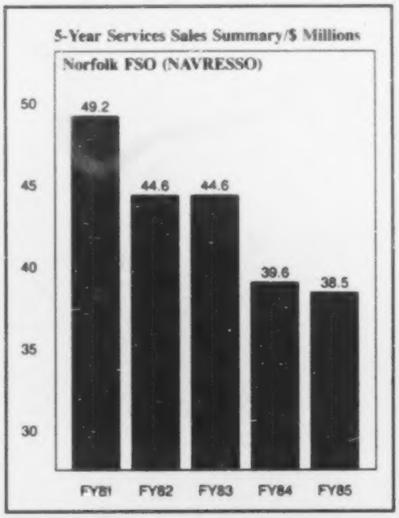


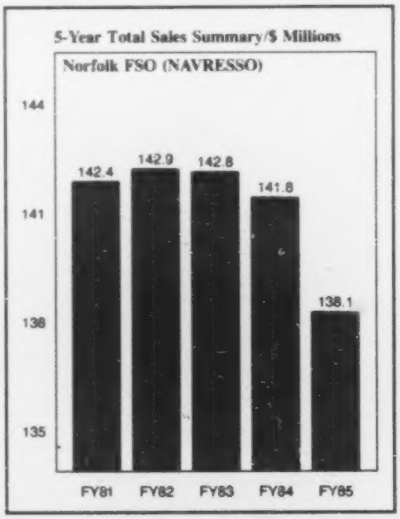


Norfolk FSO

Store	FY 85 $ Sales Retail	 Services & Other	 Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Chesapeake (NSGA), VA	405,819	235,989	641,808	634,698	1
Little Creek (NAB), VA	33,408,778	7,264,160	40,672,938	42,214,110	−4
Norfolk (AFHSA), VA	1,070,190	1,234,885	2,305,075	2,351,172	−2
Norfolk (NB), VA	35,564,740	15,868,174	51,432,914	53,316,698	−4
Norfolk (NUMOC), VA	2,436,232	0	2,436,232	1,720,772	42
Oceana (NAS), VA	14,181,130	6,209,962	20,391,092	20,827,080	−2
Portsmouth (NNS), VA	6,881,455	2,004,703	8,886,158	9,912,662	−10
Portsmouth (NRMC), VA	1,561,865	1,887,654	3,449,519	3,412,671	1
Sugar Grove (NRS), WV	143,643	52,949	196,592	198,672	−1
Virginia Beach (FAAWTC), VA	2,458,602	2,710,043	5,168,645	4,731,358	9
Yorktown (NWS), VA	1,471,315	1,081,404	2,552,719	2,475,577	3
Norfolk FSO Totals	**$99,583,769**	**$38,549,923**	**$138,133,692**	**$141,795,470**	**−3%**

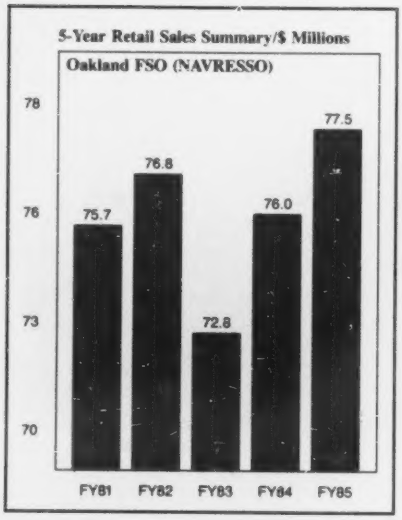

5-Year Retail Sales Summary/$ Millions

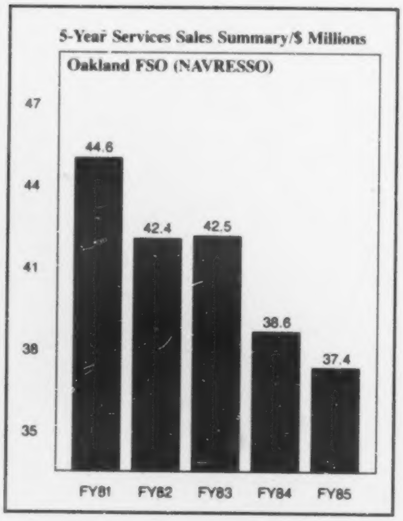

5-Year Services Sales Summary/$ Millions

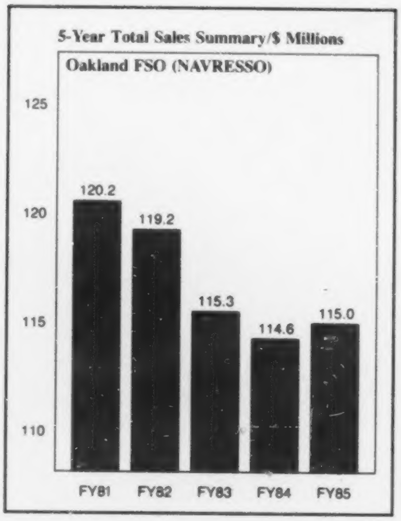

5-Year Total Sales Summary/$ Millions

Oakland FSO

Store	FY 85 $ Sales Retail	 Services & Other	 Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Alameda (NAS), CA	17,389,347	6,822,518	24,211,865	23,611,775	3
Concord (NWS), CA	795,943	530,535	1,326,478	1,335,416	−1
Fallon (NAS), NV	1,855,144	1,474,846	3,329,990	2,777,034	20
Ferndale (NF), CA	131,767	86,235	218,002	253,395	−14
Lemoore (NAS),CA	8,306,236	5,657,769	13,964,005	15,131,344	−8
Mare Island (NS), CA	7,416,814	5,327,206	12,744,020	12,648,986	1
Moffett Field (NAS), CA	19,745,937	7,321,526	27,067,463	27,833,885	−3
Monterey (NPGS), CA	8,323,323	3,403,769	11,727,092	10,228,224	15
Novato (DoDHF), CA	5,414,457	1,874,544	7,289,001	7,514,839	−3
Oakland (NRMC), CA	2,205,841	1,496,260	3,702,101	3,965,252	−7
Oakland (NSC), CA	412,161	485,712	897,873	845,032	6
Skaggs Island (NSGA), CA	120,826	155,527	276,353	275,478	0
Stockton (NCS), CA	1,366,793	483,330	1,850,123	1,793,413	3
Treasure Island (NSA), CA	4,041,631	2,313,521	6,355,152	6,410,870	−1
Oakland FSO Totals	**$77,526,220**	**$37,433,298**	**$114,959,518**	**$114,624,943**	**0%**

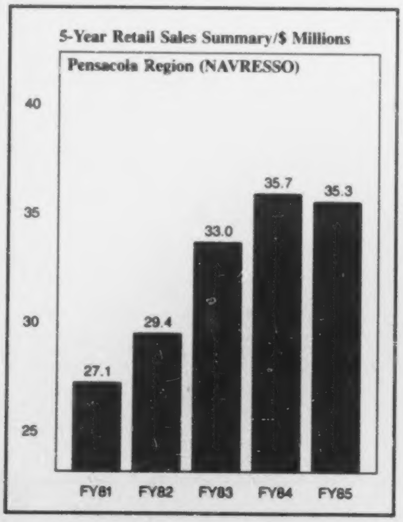


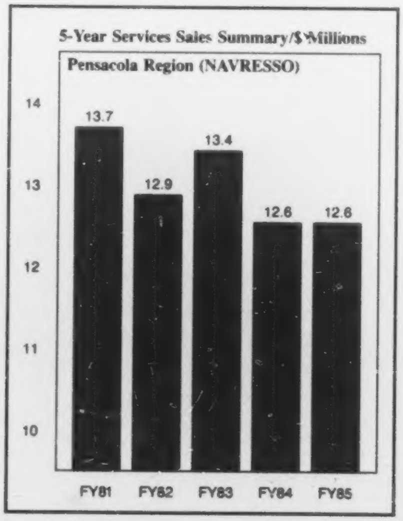


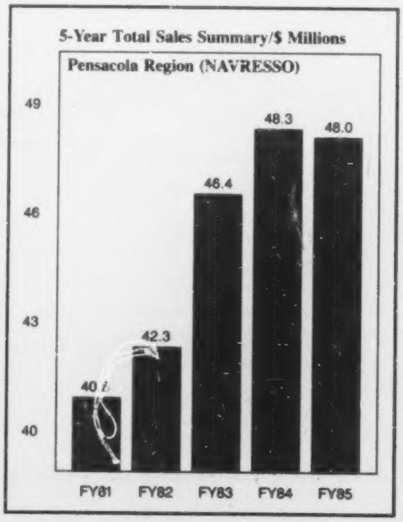


Pensacola Region

Store	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Gulfport (NCBC), MS	4,550,208	2,526,928	7,077,136	6,687,025	6
Panama City (NCSC), FL	1,192,281	408,777	1,601,058	1,635,637	−2
Pascagoula (SSCR), MS	543,861	72,168	616,029	528,982	16
Pensacola (NAS), FL	25,253,594	6,601,761	31,855,355	32,207,058	−1
Pensacola (NTTC), FL	1,470,075	1,475,678	2,945,753	3,286,142	−10
Whiting Field (NAS), FL	2,318,494	1,528,394	3,846,888	3,987,297	−4
Region Totals	**$35,328,513**	**$12,613,706**	**$47,942,219**	**$48,332,141**	**−1%**



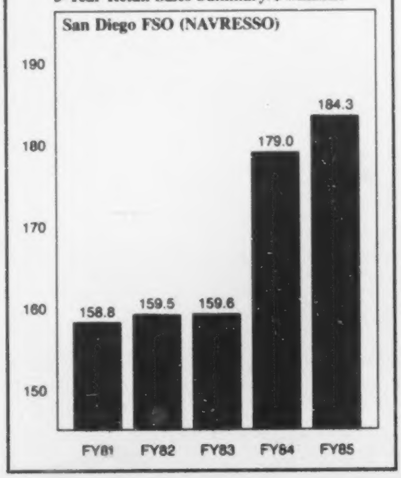




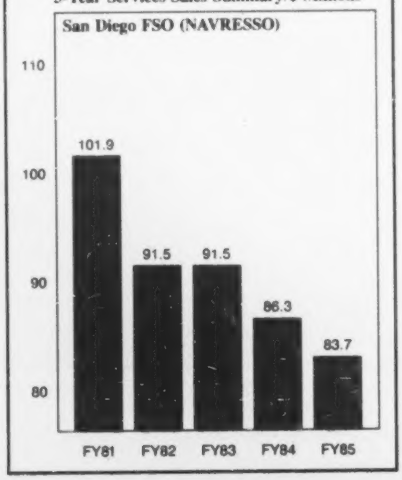
San Diego FSO

Store	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
China Lake (NWC), CA	2,647,724	2,049,076	4,696,800	4,486,867	5
Coronado (NAB), CA	3,780,765	3,222,012	7,002,777	6,821,228	3
El Centro (NAF), CA	691,585	482,096	1,173,681	1,212,397	−3
Imperial Beach (NLF), CA	5,990,652	1,932,931	7,923,583	8,165,789	−3
Long Beach (NS), CA	21,784,702	7,528,243	29,312,945	31,506,072	−7
Miramar (NAS), CA	38,038,709	13,086,419	51,125,128	47,811,292	7
North Island (NAS), CA	16,516,785	10,747,978	27,264,763	27,257,230	0
Point Mugu (NAS), CA	4,243,164	2,943,162	7,186,326	6,956,795	3
Port Hueneme (NCBC), CA	14,160,795	5,423,390	19,584,185	20,187,975	−3
San Clemente Island (NALF), CA	216,504	49,798	266,302	195,179	36
San Diego (NH), CA	3,305,766	2,239,402	5,545,168	6,116,241	−9
San Diego (NS), CA	53,694,255	16,298,518	69,992,773	67,617,339	4
San Diego (NSSF), CA	1,554,021	1,783,486	3,337,507	2,986,474	12
San Diego (NAC), CA	17,637,711	15,919,649	33,557,360	33,997,177	−1
San Diego FSO Totals	**$184,263,138**	**$83,706,160**	**$267,969,298**	**$265,318,055**	**1%**

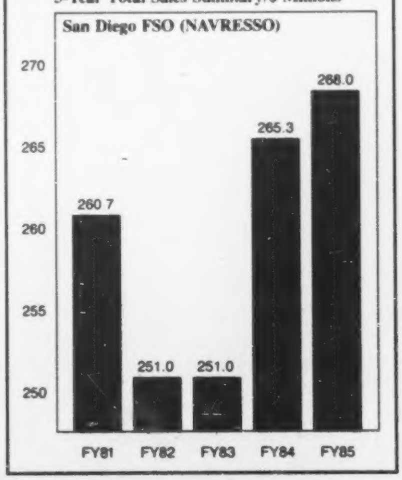
5-Year Retail Sales Summary/$ Millions



5-Year Services Sales Summary/$ Millions



5-Year Total Sales Summary/$ Millions



Stand Alone Exchanges

Store	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Dallas (NAS), TX	7,728,375	1,633,706	9,362,081	10,314,697	−9
Meridian (NAS), MS	4,941,596	2,331,740	7,273,336	7,689,019	−5
Millington (Memphis NAS), TN	21,722,363	10,526,912	32,249,275	32,775,616	−2
New Orleans (NSA), LA	8,901,212	3,215,622	12,116,834	11,129,316	9
Staten Island (NUS), NY	216,829	0	216,829	177,938	22

Totals

	FY 85 $ Sales Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
CONUS Totals	**$757,741,470**	**$320,341,058**	**$1,078,082,528**	**$1,091,439,595**	**−1%**

NAVRESSO Exchange Sales—FY85
Overseas

Alaska

Store	FY 85 $ Sales Retail	FY 85 $ Sales Services & Other	FY 85 $ Sales Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Adak (NS)[m]	8,486,613	2,792,998	11,279,611	11,055,151	2

Notes: [m]Main Exchange; [b]Branch Exchange

Australia

Store	FY 85 $ Sales Retail	FY 85 $ Sales Services & Other	FY 85 $ Sales Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Exmouth (NCS)[m]	1,553,484	318,427	1,871,911	1,597,603	17

Notes: [m]Main Exchange; [b]Branch Exchange

Bermuda

Store	FY 85 $ Sales Retail	FY 85 $ Sales Services & Other	FY 85 $ Sales Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Bermuda (NAS)[m]	8,556,162	1,606,486	10,162,648	8,476,466	20

Notes: [m]Main Exchange; [b]Branch Exchange

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NAVRESSO Exchange Sales—FY85

Crete

Store	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Souda Bay (NAS), Crete[b]	447,767	79,349	527,116	566,118	−7

Cuba

Store	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Guantanamo Bay (NS)[m]	15,634,409	4,884,135	20,518,544	16,314,170	26

Hawaii

Store	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Barbers Point (NAS)[m]	15,707,407	6,556,513	22,263,920	22,703,030	−2
Honolulu (NCA)[b]	809,272	575,105	1,384,377	1,431,019	−3
Kekaha (PMRF)[b]	1,691,327	267,756	1,959,083	1,841,509	6
Lualualei (NM)[b]	510,985	283,598	794,583	835,762	−5
Pearl Harbor (NB)[m]	69,411,581	17,527,331	86,938,912	88,004,677	−1
Hawaii Totals	**$88,130,572**	**$25,210,303**	**$113,340,875**	**$114,815,997**	**−1%**

Notes: [m]Main Exchange; [b]Branch Exchange

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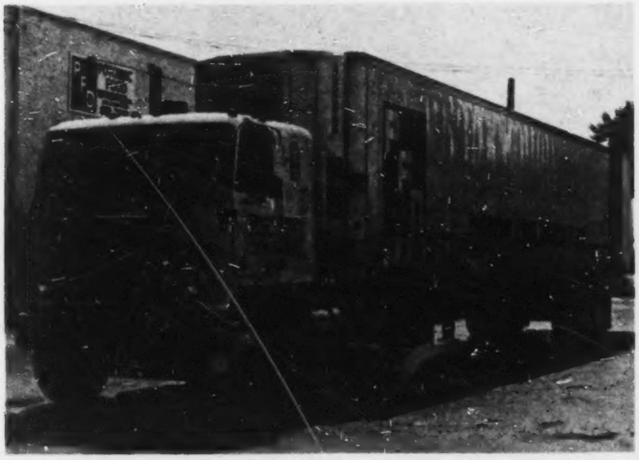

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NAVRESSO Exchange Sales—FY85

Iceland

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
Store	Retail	Services & Other	Total		
Keflavik (NS)[m]	15,281,094	3,902,975	19,184,069	14,913,934	29

Italy

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Gaeta (NSAD)[b]	721,832	481,211	1,203,043	1,540,804	−22
Naples (NAS)[m]	21,679,462	8,840,964	30,520,426	31,106,657	−2
Sardina (NSO)/La Maddalena[b]	1,691,410	314,445	2,005,855	1,902,215	5
Sigonella (NAF)/Sicily[b]	11,774,624	4,279,769	16,054,393	15,853,933	1
Italy Totals	**$35,867,328**	**$13,916,389**	**$49,783,717**	**$50,403,609**	**−1%**

Japan

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
Store	Retail	Services & Other	Total		
Atsugi (NAF)[m]	8,199,146	2,980,920	11,180,066	12,259,927	−9
Sanno Hotel (NEF)[b]	2,223,533	204,220	2,427,753	2,342,802	4
Sasebo (NOF)[b]	3,283,828	761,726	4,045,554	4,111,886	−2
Yokosuka (FA)[m]	36,499,487	11,025,059	47,524,546	49,582,284	−4
Japan Totals	**$50,205,994**	**$14,971,925**	**$65,177,919**	**$68,296,899**	**−5%**

Marianas Islands

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
Store	Retail	Services & Other	Total		
Guam (NS)[m]	49,810,838	10,653,934	60,464,772	47,223,960	28

Newfoundland

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
Store	Retail	Services & Other	Total		
Argentia (NF)[m]	1,236,680	289,375	1,526,055	1,271,503	20

New Zealand

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
Store	Retail	Services & Other	Total		
Christchurch (NSFAD)[m]	537,001	17,313	554,314	564,314	−2

Philippines

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
Store	Retail	Services & Other	Total		
Cubi Point (NAS)[b]	6,094,484	2,858,090	8,952,574	8,954,126	0
San Miguel (NCS)[b]	1,991,524	760,466	2,751,990	2,634,343	4
Subic Bay (NS)[m]	35,029,350	10,450,628	45,479,978	45,048,279	1
Philippines Totals	**$43,115,358**	**$14,069,184**	**$57,184,542**	**$56,636,748**	**1%**

Notes: [m]Main Exchange; [b]Branch Exchange

NAVRESSO Exchange Sales—FY85

Portugal

	FY 85 $ Sales				
Store	Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Lisbon (NSUH)[b]	653,071	0	653,071	659,103	−1

Notes: [m]Main Exchange; [b]Branch Exchange

Puerto Rico

	FY 85 $ Sales				
Store	Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Roosevelt Roads (NS)[m]	15,841,584	4,351,926	20,193,510	21,515,772	−6
Sabana Seca (NSGA)[b]	2,522,467	223,502	2,745,969	3,381,448	−19
Puerto Rico Totals	**$18,364,051**	**$4,575,428**	**$22,939,479**	**$24,897,220**	**−8%**

Notes: [m]Main Exchange; [b]Branch Exchange

Spain

	FY 85 $ Sales				
Store	Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Rota (NS)[m]	17,975,221	6,609,739	24,584,960	25,606,650	−4

Notes: [m]Main Exchange; [b]Branch Exchange

United Kingdom

	FY 85 $ Sales				
Store	Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Brawdy (NF), Wales	652,673	273,057	925,730	900,056	3
Edzell (NMSGA), Scotland	1,889,672	531,506	2,421,178	2,564,852	−6
Holy Loch (NA), Scotland	2,941,400	350,505	3,291,905	3,480,074	−5
London (NAUK), England	1,143,256	155,813	1,299,069	1,457,179	−11
Machrihanish (NAWF), Scotland	197,633	29,705	227,338	237,715	−4
St. Mawgan (NAWF), Scotland	250,914	122,228	373,142	422,672	−12
Thurso (NCS), Scotland	436,826	65,864	502,690	551,118	−9
West Ruislip, London (NA), England	1,764,458	344,104	2,108,562	2,466,358	−15
United Kingdom Totals	**$9,276,832**	**$1,872,782**	**$11,149,614**	**$12,080,024**	**−8%**

West Indies

	FY 85 $ Sales				
Store	Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Antigua (NF)[b]	648,718	111,323	760,041	790,577	−4

Notes: [m]Main Exchange; [b]Branch Exchange

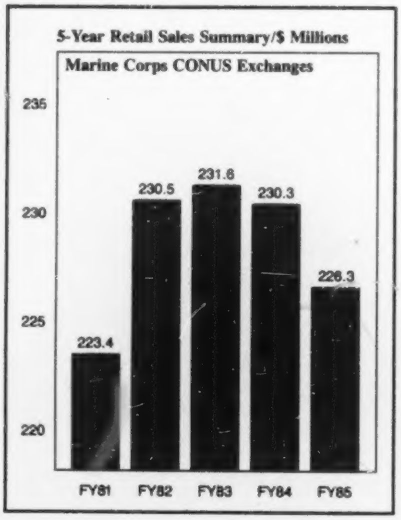
Totals

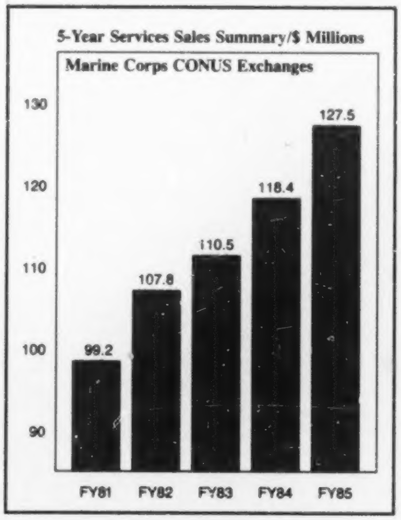
	FY 85 $ Sales				
	Retail	Services & Other	Total	Total $ Sales FY 84	Total Sales % Change 85 vs 84
Overseas Totals	**$365,781,193**	**$105,882,065**	**$471,663,258**	**$456,170,046**	**3%**
Worldwide Totals	**$1,123,522,663**	**$426,223,123**	**$1,549,745,786**	**$1,547,609,641**	**0%**

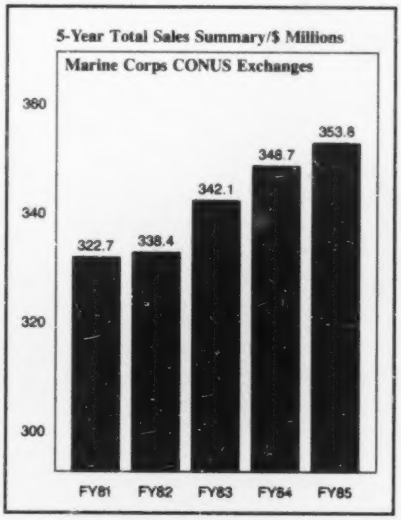
Marine Corps Exchange Sales—FY85

Continental U.S.

Store	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Albany, GA	3,267,226	1,108,715	4,375,941	4,416,846	−1
Barstow, CA	1,143,639	1,436,124	2,579,763	2,626,307	−2
Camp Elmore, VA	3,872,610	1,320,190	5,192,800	5,344,054	−3
Camp Lejeune, NC	36,469,181	31,321,009	67,790,190	65,165,791	4
Camp Pendleton, CA	39,412,711	28,718,702	68,131,413	69,678,846	−2
Cherry Point, NC	13,676,708	10,959,053	24,635,761	22,141,541	11
El Toro, CA	28,393,947	20,450,989	48,844,936	44,588,557	10
Henderson Hall, VA	10,494,369	1,269,178	11,763,547	11,785,814	0
Parris Island, SC	17,203,080	6,507,200	23,710,280	25,030,551	−5
Quantico, VA	29,731,009	4,573,723	34,304,732	36,298,296	−5
San Diego, CA	24,631,759	6,418,196	31,049,955	32,045,742	−3
Twentynine Palms, CA	13,753,204	8,685,057	22,438,261	21,126,941	6
Yuma, AZ	4,294,062	4,687,370	8,981,432	8,456,705	6
CONUS Totals	**$226,343,505**	**$127,455,506**	**$353,799,011**	**$348,705,991**	**1%**

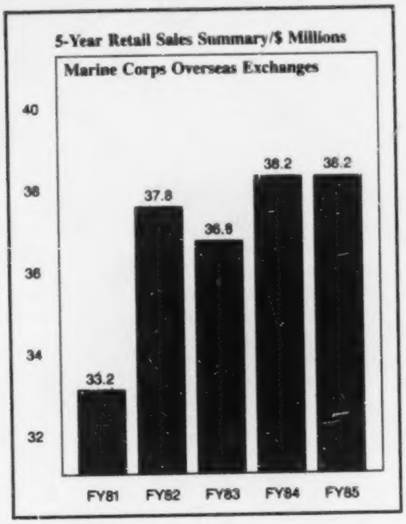

5-Year Retail Sales Summary/$ Millions

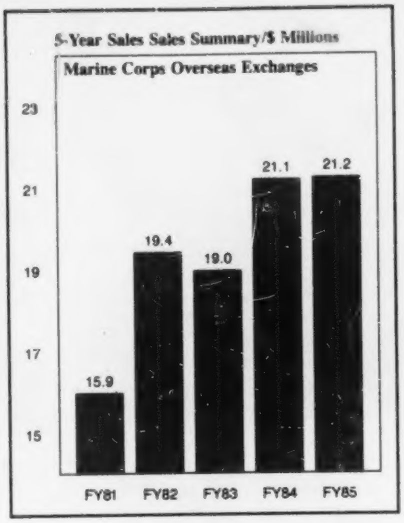

5-Year Services Sales Summary/$ Millions

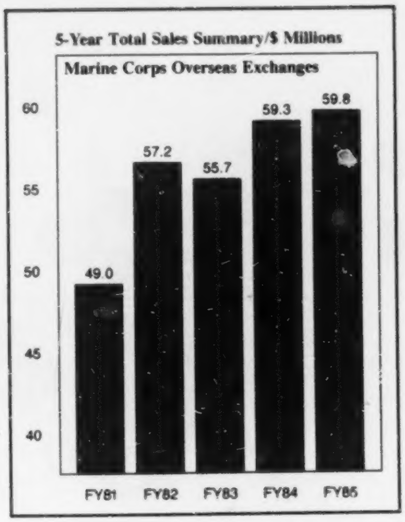

5-Year Total Sales Summary/$ Millions

Overseas

Store	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Guantanamo Bay, Cuba	5,212,269	348,494	5,560,763	5,094,190	9
Iwakuni, Japan	10,671,262	7,019,637	17,690,899	16,234,971	9
Kaneohe Bay, HI	18,890,408	13,870,718	32,761,126	34,044,820	−4
Rodman (Canal Zone), Panama	3,431,859	349,905	3,781,764	3,937,459	−4







Totals

	FY 85 $ Sales			Total $ Sales FY 84	Total Sales % Change 85 vs 84
	Retail	Services & Other	Total		
Overseas Totals	$38,205,798	$21,588,754	$59,794,552	$59,311,440	1
Worldwide Totals	$264,549,303	$149,044,260	$413,593,563	$408,017,431	1%

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